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THE Publishers' Weekly

MAR 30 1925

R.R.

The American BOOK TRADE JOURNAL

VOL. CVII.

NEW YORK, MARCH 28, 1925

No. 13

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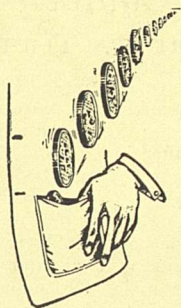
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An Affair of Honour

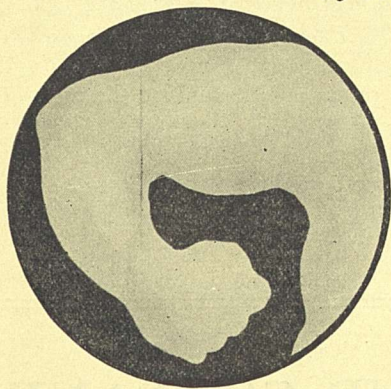
By STEPHEN MCKENNA

Having completed the brilliant series of novels which began with "Sonia" and ended with "To-morrow and To-morrow..." Mr. McKenna has now written a story in a much lighter vein, a witty comedy with a most ingenious plot, a charming love romance, and dialogue that sparkles with humor. "An Affair of Honour" is the high-spirited tale of a "stunt" perpetrated by a group of Oxford undergraduates who get more excitement than they had bargained for when the police take a hand in the proceedings, and it is sure to interest any reader. It should sell as well therefore, as the most popular of McKenna's recent novels, "Vindication," which is now in its fifth large printing. With decorative jacket in color. \$2.50



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By R. F. DIBBLE



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[The material in this biography has not appeared serially!]

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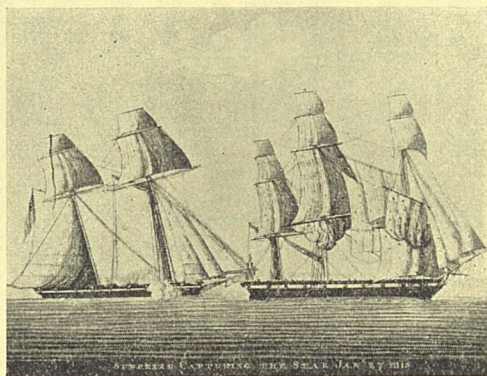
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4. The contest closes May 15, 1925. No manuscript will be eligible after midnight of that day. And there will be no appeal from the decision of the editors.

Publishers **Cosmopolitan Book Corporation** New York

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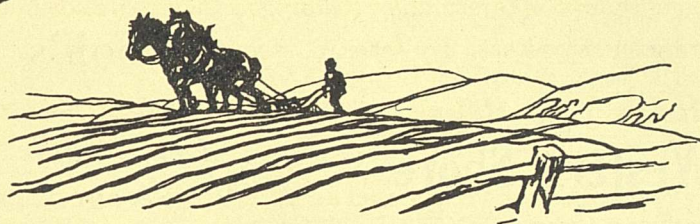
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THE AMERICAN BOOK-TRADE JOURNAL

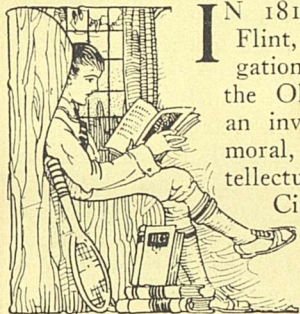
NEW YORK, MARCH 28, 1925

The Home Libraries of 2662 Families

Cincinnati Public Library Makes a Community Canvass

By Lillie Wulfekoetter

Supervisor of Branches and Stations, Cincinnati Public Library



IN 1816 Rev. Timothy Flint, the first Congregational minister in the Ohio valley, made an investigation of the moral, religious and intellectual conditions in Cincinnati and its surrounding territory. He found moral conditions good, but twenty-

three families were discovered within a radius of three miles of Gen. Wm. Henry Harrison's home near Cincinnati without a complete copy of the Bible, and the people in general had very little reading matter and poor reading habits.

A recent discussion of his investigations at a meeting of the Board of Trustees of the Public Library, gave rise to the question—What books are owned in our homes today, and what are our reading habits? An attempt to answer this question was made by the Public Library of Cincinnati and Hamilton County in a survey made thru its branches in all parts of the county, and thru some of the schools. The survey was by no means exhaustive, but some interesting discoveries were made.

The librarians of twenty-five branch libraries undertook the investigation in their own communities. It was made in a very informal way, largely thru the children who use the branches. In some instances

principals and teachers in nearby schools became interested, and their cooperation made possible a more exhaustive survey of those neighborhoods. In rural districts of the county, reports were secured thru the schools, with the cooperation of the county superintendent.

The method used was quite simple. The children were asked to report the total number of books owned in their homes. If the number was less than fifteen the titles were requested, if there were no books in the home this fact was to be reported. Responses were entirely voluntary; if there was objection, the inquiry was not pressed. Names of those reporting were not desired, and when given they were considered confidential. The proportion of answers received in the branches was comparatively small considering the number asked to report; when schools cooperated the replies usually approximated the enrollment of the school and were correspondingly comprehensive. To our satisfaction many of the lists of titles included far more than fifteen books, giving us opportunity to ascertain the types of books in larger collections as well as the very small ones.

"Why are you asking how many books we have, is it because you have been losing a lot of books?" "Do you need books? Perhaps we can give you some." "I know why you are asking me, you want to buy books like we have." "Are you going to

give me some books because I have just a few?" "Has it anything to do with tax reports? Dad wants to know if his taxes will be raised if I tell how many books we have." These and many similar questions and comments indicate the amount of curiosity which our inquiry aroused.

Why Few Books Are Owned

Reports were received from 2,662 families, over 2,000 of these came thru branches, about 600 thru rural schools. Statistics based upon these reports showed an average of 120 volumes per family for the entire county. The average for the county outside of Cincinnati including six towns with populations ranging from 2,000 to 30,000, was much higher than that for Cincinnati, 148 volumes per family as compared with 70 volumes in Cincinnati. The rural sections of the county, represented by reports from nine townships, showed an average of 94 books per family.

61½% of the total reports showed no books in the home.

16% of the total reports showed less than 15 books.

47% of the total reports showed less than 50 books.

63.4% of the total reports showed less than 100 books.

The results of the survey seem to indicate two main reasons for lack of ownership of books in the home. The first of these is the accessibility of the public library, with its wide-spread system of branches, stations, and school deposits covering the entire county, making it easy to secure books without the necessity of purchase. Adults interviewed expressed the opinion that general needs were supplied by the public library, school libraries and lending libraries except, as one woman said "for the books one really loves."

The second reason for non-ownership—living conditions—seems far more important in its bearing upon the question. That the better type home always has books is indicated by the high average in such neighborhoods as compared with the poorer, congested districts where the average was as low as one book per family. Yet from all parts of the city and suburbs and even

from outlying villages there came the same statement—there is no room for books in apartments and small houses, and they are troublesome in frequent movings. Crowded quarters make necessary either buying and giving away books after reading them, or dependence upon public libraries or lending libraries according to the financial condition of the family and its reading habits. "We used to keep books, but haven't room now." "We have a bunch in the attic." "Live in a small apartment, no room, have three books." "Five downstairs, trunkful in the attic." "These are a few of the many answers received which reflect the effect of crowded living conditions upon ownership of books.

A study of the types of books owned brought to light some rather astonishing facts. Objectionable books are conspicuous by their absence. The lack of new fiction on the lists gives rise to the question—Are people depending entirely upon the lending libraries for their supply of best sellers? Apparently much of the older sentimental trash still remains on the family book shelf, as Mary J. Holmes, Bertha M. Clay, and E. P. Roe shared honors with such modern favorites as Florence Barclay, Zane Grey, Gene Stratton-Porter and Harold Bell Wright. Non-fiction included many dictionaries, a fairly large number and variety of encyclopedias, standard authors used in the study of English in the schools, text-books, some history, a small number of books on religion, and an amazing number of cook books. There was little scientific and technical material, and less than a half-dozen lists mentioned books in foreign languages.

Parents Need To Be Educated

The children's books listed were distinctly inferior in quality to those included in the public library collections, and showed a great need for the education of parents in book selection for children, both by book-sellers and librarians. There were endless books in series (one list included seventeen books in one series, no other titles), Elsie Dinsmore under every possible circumstance and much Alger, Optic and Castleman. Some lists were excellent, showing careful thought on the part of parents, but these were the exception rather than the rule.

The results of the survey in the two communities served by our branches for negroes were unusual. As was, perhaps, natural, "Uncle Tom's Cabin" was ever present.

Fiction listed was of a high type, and the non-fiction included a good number of standard poets, books on negro history and biography, an especially large representation of books on religion and theology, religious music, including negro spirituals, and a large variety of books on etiquette.

In several communities considerable originality was shown in working out our plan. In one suburban school in a neighborhood of comfortable homes the children reported the total number of books owned, and listed fifteen favorite books.

One hundred of the reports received were a liberal education as to the reading habits of these children. While some sixth and seventh grade children listed dictionaries, encyclopedias, law books and scientific books in an attempt to make a good impression, the majority of the reports were undoubtedly straightforward and honest, for they included all types of children's books and a disturbing amount of trash. In another neighborhood in which many of the homes are of the poorer type the children classified the books they owned instead of giving titles. The results were interesting and somewhat amusing, for the taste of the entire community seemed to run to religion and cooking. In another part of Cincinnati a group of fifty-seven pupils of a Catholic high school classified their reports, giving a total of 3,429 volumes owned, of which 1,736 were fiction and 1,693 non-fiction.

There were many amusing answers and startling combinations of material in the lists received. One grade school child submitted the following list:

Interesting Books

"Cruel As the Grave"
 "Bunny Brothers"
 "Bobby Bubbles"
 "The Challenge"
 "Boy Scouts On a Hike"
 "Tennyson's Poems"

with the note, "we have 94 books in our bookcase but they are not all very interesting

some of them are history books and mostly books for big people." A list of eight books consisted of the Bible, a dictionary, "David Copperfield" and five cook books. A report of 200 books had "eighteen books on behavior such as how to overcome timidity, etc," while another read "9 cyclopedias, 9 histories for reverence and topical reading and

50 books and authors." A list of 19 titles included four hymn books, one sonatina album, "Oranges from Florida," "I'm from Missouri, You Can't Steer Me," and the Gold Medal Flour Cook Book. A little girl who had recently come from Kentucky carefully explained that father had a lot of books in Kentucky but when they came here they had so many potatoes to bring they had to leave the books, while a small boy presented a list of twenty titles with the comment "there are a lot more in the attic but the baby was asleep and I couldn't go up and count them."

There were many more human interest stories which gave us an insight into the home life of the children who furnished them.

While the survey was not comprehensive enough to be considered conclusive, it did furnish us with a bird's-eye view of the subject in question, and gave us some idea of the problems which we, as librarians, are confronting.

It may prove interesting to others as the first attempt, so far as we know, at a community survey of this sort to be made by a public library.



THE nature of the home library is largely a matter of speculation. This report is one of the few studies that has facts and figures to support its theses. An article on home libraries based on actual data will be of great interest to all readers, writers and sellers of books.

What Will Be Brought Forth in Copyright

A Study of the Situation as Congress Adjourns

By Waldon Fawcett

"WE shall certainly report a copyright bill to the new Congress, and I believe that the bill can be reported early in the first session because I do not expect that it will be necessary to hold any additional hearings on the subject." This is the statement of Chairman Florian Lampert of the House's Committee on Patents, made for the *Publishers' Weekly* as he was closing up the work of the last session.

He says that the organization of the 69th Congress will bring several changes in the personnel of his committee and that it is possible the new members will urge further hearings so that they may become acquainted with the issues before they vote on a recommendation covering a copyright bill. But the subject has been so thoroly covered in the hearings this year that the printed record should acquaint the newcomers with the technical points involved.

Chairman Lampert indicated that the bill will not be a duplicate of H. R. 11258 of the 68th Congress, which has been the basis of hearings, nor parallel the Dallinger Bill, or any of the other early versions for which the Perkins Bill was put forward as a substitute. "Several of the members of our committee," explained Mr. Lampert, "intend to study this summer the form that is desirable for a copyright bill." While thus intimating that a "committee draft" is coming, the Chairman said: "I understand that there is a probability that the various interests most concerned in the passage of a copyright bill will get together this summer and work out a compromise that will be acceptable to all parties. It seems to us on the committee that the various groups are not so far apart in their opinions to make it impossible for them to find common ground."

Coincident with the House's approval for copyright revision, there comes a sympathetic gesture in the Senate. It is an unwritten law at the Capitol that copy-

right legislation shall originate in the House, and the Senate has conformed to this tradition in the present instance. Late in the session, however, on February 20, Senator Ernst, Chairman of the Senate Committee on Patents, introduced in the upper house the bill which was officially cataloged as S. 4355.

The Senate Patents Committee is apparently desirous of pushing this matter, as during the session of the Senate following March 4, Chairman Ernst introduced a resolution giving his committee authority to hold hearings during the recess of Congress. Under such circumstances it often occurs that a Senate Committee is enabled to familiarize itself with a proposal by perusal of the hearings conducted by the corresponding committee in the House. This may happen in the copyright program but it is hoped that hearings will be held this summer if any of those interested in copyright legislation ask to be heard. The Senate Committee has the same personnel as in the last Congress with the exception of Ex-Senator Stanley of Kentucky.

A new point of special significance to the book-trade which has been raised in the House Committee on Patents is whether Section 12 (a) of the Perkins Bill carries an insidious "joker" in the clause which gives a copyright owner the exclusive right to authorize its public use in any manner or by any means whatsoever. The question has been raised whether this far-reaching provision might not operate to forbid the public use of books in libraries. Some of those who are most alarmed over the vague potentialities tardily discovered in this section are wondering whether this is an effort to bring designs within the protection of the copyright law thru a back door, as it has been expressed.

Following the adjournment of Congress, copies of a brief filed by the United Typothetae of America have been given to members of the House Committee on

Patents. It deals at some length with the incorporation of a manufacturing clause and the safeguarding of the importation of books manufactured abroad. It is charged that the Perkins Bill does not take into consideration the interests of the manufacturing printers since it entirely omits the manufacturing clause. One assertion in the brief is to the effect: "There is apparently no opposition on the part of the various groups interested to the inclusion of a manufacturing clause." Even if omission of the requirement for foreign authors is necessary for the sake of entry into the Berne Convention, the opinion is advanced that there is no reason for omitting a manufacturing requirement as applied to American authors.

As to the importation of foreign books, the brief elaborates the point made by Major George Haven Putnam and others that if the importation of English editions is left free to libraries and individuals or booksellers, American publishers will have no control of the American market, whereas there will be decidedly little inducement for English authors to be printed in American editions. This is declared to be a disadvantage not only to the American publisher but to the American manufacturing printers. "The manufacturing printers support the American publishers in their position on this matter of importation" is the summing up of the argument.

Another post-session slant on the book-trade aspect of the copyright proposal is found in the receipt of communications from motion picture interests that express fear that they may suffer under any provision that contemplates forfeiture of rights and privileges under copyright. They contend that a purchaser of motion-picture rights who had acted in perfect good faith might have his rights jeopardized because a book publisher, who has nothing to do with other rights, violated provisions with respect to printing—supposing, of course, such provisions should be written into the bill that is ultimately reported. The motion picture people are also anxious about the application of the projected law to motion pictures, based upon books, plays, or other works. It is claimed that to the motion picture industry "scenario" may mean something quite different from what it means under the Perkins Bill. To the

picture industry a scenario is the barest outline and it has not been supposed that there would be any copyright on the scenario but only on the continuity or acting manuscript. Analysis of the Perkins Bill has aroused suspicion that the meaning of the designations in the photoplay clauses are susceptible of different interpretations and there is clamor that this be cleared up in the final draft.

Representative Lanham of Texas, one of the members of the Patents Committee who has given the closest attention to the project for copyright revision, expressed the wish, at the conclusion of the hearings, that the representatives of the various classes of users of copyright material, now that they have heard all the arguments pro and con, would do something constructive by forwarding to the Committee concrete suggestions for changes in the Perkins Bill or amendments thereto. "We are trying to find the needle in the haystack of this testimony," commented Mr. Lanham in explaining that it would be immensely helpful to the Patent Committee in its executive sessions if it had before it suggestions for modifications that would be a cure for the inherent defects or omissions of the bill.

"It seems to have been generally conceded by all the people who have testified," remarked Mr. Lanham, "that there are some respects in which our copyright law ought to be modified and improved to meet the conditions of progress that have come since the last legislation was enacted. When we go to make up a bill to modify this one if we had before us suggestions in concrete form, then, if we did not understand clearly the force of the changes we could go to the testimony in the hearings and find out what the witness had in mind. Our task here is to be a very difficult one. It devolves upon us, out of this voluminous mass of testimony, to take the kernel from the nut or the needle from the haystack and put that into statutory law. That is a difficult thing to do. If we could get some succinct, concrete proposition from each industry that would give us an idea of how existing law ought to be modified or how the pending bill ought to be amended, it would be much easier for us when we come to make up such bill as we find may be reported."

Undergraduates Doing More General Reading

Universities Find Ways to Encourage Bookish Habits

A REPORT of great interest to all of the book world is one just published by the American Association of University Professors, a national organization with over 5000 members. It has been making a study of the general reading habits of the undergraduate and of the various methods used in different colleges to acquaint students with books other than those in the prescribed courses. It has been

taken for granted that the average college student does not read nearly as much as he should, and, from the suggestions made by different members, definite ideas have been developed which, while they may not be applicable to every college, should provide every college community with some practical programs. The suggestions made by the American Association of University Professors are as follows:

1.—Choice of instructors of broad reading and human interests is of fundamental importance. This involves suitable changes in previous undergraduate training, in salaries, and in undergraduate sentiment toward the teaching profession, so that the best men can be recruited. There should be a shift in emphasis on the part of college authorities from formal research alone to broad culture and powerful, stimulating teaching.

2.—The definite shaping of courses, as far as possible, toward the stimulation of interest and of outside, independent reading. The student must be made to feel that he and he alone in the last analysis is responsible for his education, that he must take himself in hand and by independent reading and thought educate himself.

3.—Making the primary aim of courses the development of those students who are capable and intelligent (not necessarily brilliant), and the excusing of good students from routine requirements whenever possible and the mapping out for them of independent reading. If followed by all departments, this plan would very soon produce general reading.

4.—Small classes with twenty to twenty-five students as a maximum in recitation or quizz sections, and the use, where possible, of tutors or preceptors meeting the students at least once a week in even smaller groups, have stimulated student reading.

5.—The introduction of a special initiatory course for freshmen, with teaching of methods of reading, study, use of reference books, and elementary hints on bibliography, has been found, by many institutions, to be helpful in encouraging general reading.

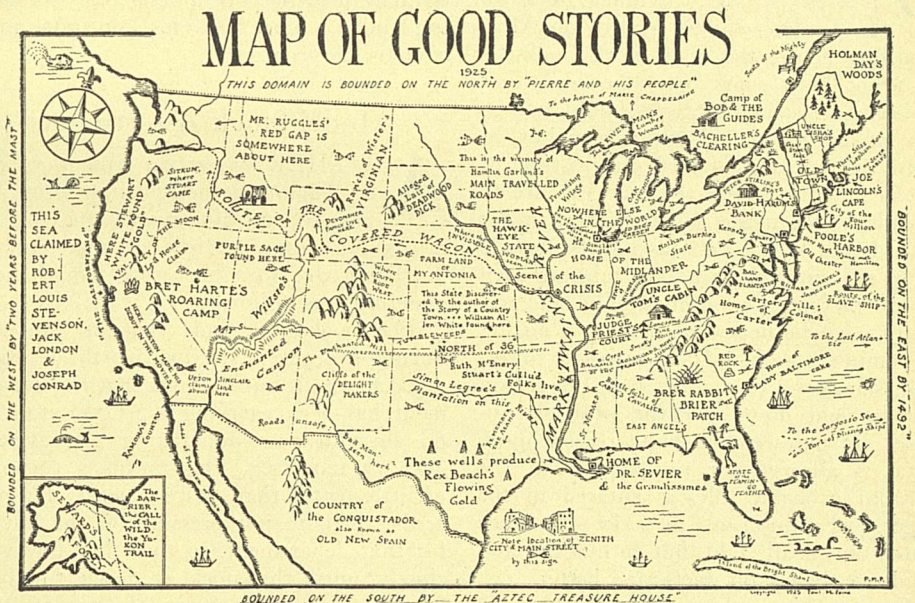
6.—Reading for honors, somewhat after the Columbia plan, and general reading for all students, such as is required at Hamlin, have been found useful. Such reading should increasingly be put upon as much of a voluntary basis as is consistent with human nature. Otherwise such courses run the risk of becoming more or less prescribed like regular courses.

7.—General examinations at the end of the college course, for which the student prepares himself in part, as at Harvard and at Princeton, by reading done independently.

8.—Stimulating lectures from on or off the campus to show students the value and the necessity of good reading independently undertaken. Such lectures should be more often exponents of the results of wide reading and of success in intellectual, not merely material, endeavor.

9.—Providing a comfortable and attractive reading room with about two thousand selected volumes.

14.—Issuance to all students by a carefully chosen faculty committee of selected book lists. It would seem best that these should be short lists, issued rather frequently, perhaps every two months, and changing to meet different tastes. They should contain each time one or two titles from the very best of current offerings, but should mainly call attention to those that have already stood the test of time.



Another index by location shows how many volumes of fiction have the background of each section of the country. Mr. Paine locates 48 of the stories as of Southern background, 32 in New England, 29 in New York City, 30 in the Middle West, 33 in the Rockies and Northwest, 20 in California and the Coast, 26 in Europe, 6 in Asia, 7 in Alaska.

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

March 28, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Optimism Based on Facts

ONE of the pertinent suggestions expressed by Mr. Swinney of Lord & Taylor's in his lecture on Merchandising before the New York Bookselling School last week was the idea that prophecies of sales increases should not be based on optimism and enthusiasm but on careful examination of facts and a study of the exact points where the increases are to be made. When the department manager of Lord & Taylor's gets his figures for the end of six months, he has to take up each line of merchandise individually and see exactly what he hopes to do with it during the coming season. If he expects to increase sales on a particular line, the reason must be laid down for the probable increase. If this seems a sound reason, more capital is allowed for purchases, and the figure of probable sales is entered in the budget. Enthusiasm, as Mr. Swinney pointed out, is all right, but enthusiasm and confidence based on facts are better.

Moreover, in making this careful forecast, a program for sales promotion is a natural result, as every increase in business requires definite suggestion of what is going to be done at a particular time and with particular merchandise to increase that business. Such a method applied to a bookstore might mean something like this: the salesman in general charge of fiction would be told by the manager that last year that department produced, let us say, \$10,000 worth of sales in six months. Can that department produce \$11,000 this year,

and if so, what are the items that are going to build this increase? The salesman for this line of merchandise would then naturally check thru the spring announcements, item by item, pick out the high spots and bring back a definite suggestion of where this increase would be likely to come and for what reason. If such reasoning seemed sound to both the buyer and salesman, the plan would be laid on that basis, and purchasing and promotion done accordingly. Then, the section where standard books are sold would be examined, the section for useful reference books, for outdoor books, for religious books, for children's books, etc. Suppose the manager for the children's book department, picked out new editions, new stories that offer possibilities, compared these with the high spots of sale last year and estimated what could be done. Would not such an estimate provide both a good basis for buying and a sound basis for continual merchandising program?

Model Stock Assortments

ANOTHER suggestion from the Lord & Taylor methods comes from the plan of outlining model stock assortments for different lines of merchandise. To apply this to a bookstore would mean something as follows:

The bookseller finds that he can sell, during the year, \$10,000 worth of Bible stock at retail, but he finds that the department has been carrying a \$3,000 stock to do this business on, taking the average over 12 months. This means a turnover of little better than twice a year. He proceeds, then, to put pressure on the buying for that department, so that they buy very closely until the stock is down to about \$2,000. The manager of salesman for that department is then asked to make up a model stock assortment of Bibles and prayerbooks for an investment of \$2,000. This model stock would be adjusted from the facts as to the year's sales, so as to include the very best balanced proportion of Bibles of each type and character, proper number of Testaments, different prayerbooks at different prices, etc. This is used as a buying standard from then on. It would probably be found that a model assortment of \$2,000 would bring in just as much

business as a hit or miss selection of \$3,000, with a consequent increase in satisfaction for customer, increased turnover and a decrease in the depreciation of stock. Experience would show where such a model stock might be extended and where curtailed.

Pros and Cons of Commissions

LORD & TAYLOR do not believe in giving special commissions to sales people or to buyers for moving stock. They believe that this is likely to lead to the loading upon customers of merchandise that they do not really want. Their theory is that the important thing is to satisfy the customer, and that every buyer and salesman should concentrate on that particular problem. If there is merchandise that the public does not find attractive, they put all additional sales pressure at the point where sales are easy and satisfactory, believing that they thus create a margin in gross profit which can take care of the depreciation on the less saleable goods. By so doing, they keep customers satisfied and extend the general feeling that the merchandise is satisfactory.

Mr. Swinney said he knew there were a great many good arguments in favor of the commission method, but in their store they had found better satisfaction in having a fixed salary for all people, including buyers. They have sales records, so that they really know when good service is being given by department and salesman.

Copyright in the Next Congress

THE article in this issue by Waldon Fawcett, written after a careful canvass of the situation in Washington, gives a fair indication of the general situation, now that the hearings on copyright are out of the way.

There are many minor points in the drafting of importance to the book-trade besides the major problem of whether the authors shall have the right to exclusive territorial rights under their general copyright privileges. In a filed second statement, the American Library Association changed its line of comment on the bill at the suggestion of one of the members of its special committee. This change means that

it now favors unrestricted importation of books by American authors as well as by foreign authors. The Perkins Bill provided for open importation for foreign authors, whether for use or for sale, but gave the American author the right to assign an exclusive market. The librarians now state that they cannot take time to investigate as to whether an author of a book that they are interested in is English or American, but that anyone should be free to order promptly from anywhere any book that interests him.

One illustration of how this would work out would be in the field of reprints. In England, the possible sale of the 7s. 6d. editions is exhausted in six to nine months, while in the United States, with its rather far flung market and much more general purchase of books for individual use, the period is about two years. Under the proposed A. L. A. revision, the reprint editions in England at 2s. would freely come in for use or for retail sale nine months after the publishing of the \$2 edition in this country. This would mean a complete revision of the present methods of sale in this market and a sure reduction of the income from the American market for the author, the author's receipts from a reprint being from one-sixth to one-eighth of the income from the first edition.

The proposal in the Perkins Bill to refuse the right of English and Canadian authors to arrange for an exclusive market here will be of even more financial loss to the authors of those countries than the same handicap will mean to American authors, and one of the most experienced literary agents in London has given his opinion that this would be a severe handicap to the arranging of American markets for English authors.

Another rather interesting point, both for book-trade and the public library field, is that which has developed from careful study of Section 12 of the new bill, a section which gives the owner of the copyright the exclusive right to authorize the public use of the work in any manner or by any means whatsoever. Lawyers experienced in court cases under copyright law believe this is a "joker" that may raise peculiar difficulties for libraries, whether public or commercial, as the loaning of a book certainly can be construed as being public use.

The Merchandising of Books

Fifth Lecture in the Bookselling Course

MR. SWINNEY'S lecture, the fifth in the Retail Bookselling course at City College, New York, was on merchandising. Mr. Swinney is of the Lord and Taylor Co., and spoke from his experience there, leaving the class to think of "infant's haberdasheries" in the terms of "juveniles." His talk was based on working sheets in active use by his company. The most important of these being the Plan and Experience Sheet, Slow Selling by Classification and the Stock and Net Result Statement. "Plans," said Mr. Swinney, quoting the president of the Lord and Taylor Co., "are made to guide, not to govern us." To analyze a store's business, he continued, break it up into small units, departments, and run each of these units as tho it were a separate store. Charge all expense and repairing, package delivery and window space to the department, as well as rent, according to location and the number of feet covered. This enables you to see which departments are making money, and which are not. As far as bookselling is concerned the division into departments is applicable only to very large stores.

Build your plans, and this point was stressed thruout the lecture, build your

plans from items rather than from general departments. It is not logical, to say your store did \$40,000 worth of business last year; you'll do \$42,000 worth this year. It is logical to take items, religious books or seventy-five cent fiction, figure up the total number of copies sold and plan to increase those items. You are working on fact, instead of fancy.

Don't spend a life-time pushing things people don't want. Mark the undesirables down at sale time, if necessary, but get them out of the way. Put the things forward they do want. You won't have half as much difficulty selling them, you'll have satisfied customers and you'll find in the end that you've made up for the article that wouldn't sell and was taking up first-sight space.

On another page of this issue, two of the sheets used by Mr. Swinney appear; the figures are changed to approximate bookstore conditions.

The following books were suggested by Mr. Melcher as supplementary reading:

"How to Run a Store." Whitehead.

"Elements of Retailing." Leigh.

"Textbook On Retail Selling." Norton.

"Elements of Retail Salesmanship." Ivy.

Plan and Experience Sheet

THE Lord & Taylor Company studies its business in seasons of six months, as is shown by the accompanying chart. A sheet called the "Plan and Experience Sheet" goes to each buyer and merchandise manager the first of the month. The accompanying chart shows, with approximate accuracy, how such a chart might apply to the book business.

The first record the buyer studies is that of his sales. Before the six months' season began, merchandising possibilities of the department were studied in exact detail and plans were laid to increase sales where

the increases were possible, with the result that the second column contains the buyer's estimate that sales can be increased in six months from \$23,852 to \$25,600, and the third column shows how nearly he is coming to that estimate. Next, he studies his purchases and their relation to the purchase limits that have been set in the figures given. It will be noticed that the buyer overstepped the mark in his purchases of last March and had to curtail buying to come out right in the end. This is what so often happens in the general bookstore, but would not be possible

Please come to your Mdse. Office at o'clock the of each month to discuss these figures.

PLAN AND EXPERIENCE SHEET (The Buyer With the Plan Gets There) Dept 48b Containing Books

This card must be sent to the Statistical Office on the fifth of each month.

Spring Season 1925	SALES			PURCHASES and PURCHASE LIMITS			\$12,000 STOCK		
	Last year	Planned this year	Actual this year	Last year	Limits year	Actual this year	Last year	Planned this year	Actual this year
January	4,660	5,000	5,123	3,370	3,500	3,611	12,371	11,200	11,300
February	3,870	4,200	4,124	3,027	3,200	3,027	12,526	11,450	11,555
March	4,322	4,600	4,554	4,297	3,200	3,242	13,018	11,920	11,885
April	3,830	4,100		2,320	2,500		14,497	12,130	
May	3,250	3,500		1,817	2,500		14,255	11,965	
June	3,920	4,200		3,281	2,700		13,963	12,190	
Total	23,852	25,600		18,118	17,600				

	ADVERTISING				GROSS PROFIT			
	Last year	%	Planned this year	%	Last Year	%	Planned this year	%
January	100	2.1	100	2.2	1,445	31	1,750	35
February	60	1.6	75	1.8	1,335	34.5	1,470	"
March	62	1.4	80	1.7	1,504	34.8	1,610	"
April	60	1.5	90	2.2	1,268	33.1	1,435	"
May	67	2.0	65	1.8	1,141	35.1	1,225	"
June	81	2.0	90	2.1	1,417	36	1,470	"
Total	430	1.8	510	2.0	8,110	34	8,950	35

under such a system as Lord & Taylor's, whose buying would be regulated somewhat as seen in column two. The limits have increased as the prospects for sales increased.

In the third section are given the details about the stock on hand, and in this particular business a \$12,000 stock is normal year round stock. In the fourth part, advertising expense is studied, and it has been planned that an average of 2% will be allotted for the current year. This is, in fact, the exact percentage found in many of the departments of Lord & Taylor's establishment.

The fifth tabulation is that of gross profit, which is figured after taking out the reductions. The big Lord & Taylor business gets an average gross profit in all its departments of about 31%, and its cost of doing business is between 27% and 28%. Many booksellers have estimated that their average gross margin is 35%, so that the figure has been used in giving illustration of what such a chart would mean in the book-trade. Any bookseller can profit by taking such a chart as this and filling it in with his own actual figures. By keeping a careful record of sales and of purchases, the difficulties of overbuying can be avoided and the advantages of proper planning can be brought about.

Another chart which is reprinted here is one used by Lord & Taylor's in studying the slow selling stock. All goods are given a mark that indicates the time of their purchase. For example, stock coming in from January to June, 1924, will be marked "A1, A2-A6, and July could be marked "B1," in August "B2," etc., up to

BOOK STOCK ACCT., JULY 1ST SLOW SELLING BY CLASSIFICATION

Classification	Bought July-Dec 1924	Bought Jan-June 1925	Comment on Each Classification Estimated Reduc- tion to Clear
1. Books			
a. Fiction	700	1800	250
b. Popular Copy- rights	160	640	
c. General Stock ..	1180	2720	
d. Religious Books	375	625	100
e. Standard Series	450	950	125
f. Children's Books	670	1130	
Total	3535	7865	
Total Similar Season '24..	3723	7690	
2. Magazines			
3. Social Stationery			
4. Commercial Stationery			
5. Fountain Pens			
6. Leather Goods, etc.			
7. Greeting Cards			

December, "B6." Then January, 1925, becomes "C1," etc. This means that, when the stock is looked over once a month; the buyer knows just how long material has been there, and, when an actual inventory is taken every six months, definite suggestions are given as to what should be sold off. To make this clear, the chart has been arranged with the book department divided into six different sections and with six other general departments in the store, whose figures are not filled in.

It will be seen that every chart of the book section has a certain amount of stock that was bought more than six months ago and a certain part bought within the last six months. The person who studies the stock can give some indication to the department manager as to what should be cleared off. In this case, his suggestion is that \$250 loss be taken on the fiction stock the first of July, which is a good time for clearing out fiction. Probably the loss on the general stock would be taken the first of January. It is generally conceded that no store should fail to mark the dates of purchase in its books, as it is impossible otherwise to get a clear idea of what books are being most called for and what books are not being called for, and, inasmuch as the bookstore is endeavoring to forecast and meet the demands of the community, as well as to carry out its own ideas of what the public wants, to work without such a method is a sign of poor shop keeping.

Still another chart of the Lord & Taylor series is not reproduced here. It is called "Stock and Net Result Statement." It thoroughly analyzes every element that goes into purchases, expenses and net earnings, so that a full understanding is had as to what department is gaining and at what point correction should be made.

Broadcasting Case Settled

GERHART HAUPTMANN, Germany's leading literary figure, has won a case against a radio company which has been broadcasting his works without his permission. The company must pay damages. The same controversy is up in this country, and a case between the owners of music and a broadcasting agency is now in the courts.

Play Jury Plan at Work

THE plan of a special play jury for New York performances, which may have an important bearing on dramatic production in America and therefore be of importance to all the country, has again been amended somewhat with the consent of the parties agreeing to the plan. The amendment provides that, "Before rendering an adverse verdict, the jury shall call upon the producer, author or translator (but only one of them) to appear before the jury and to make a statement in defense of the play." This seems to put the plan into final shape for use, and the public has shown great interest in the play jury's discussions. It takes a vote of nine to three in the jury of twelve, selected from a panel of three hundred, to give an adverse verdict.

On Saturday March 14, three juries made reports. These reports were favorable to the continuance of Eugene O'Neill's "Desire Under the Elms" and to the Theatre Guild Play by Sidney Howard, "They Knew What They Wanted." "The Firebrand" by Edwin Justin Mayer and of which Horace B. Liveright was one of the producers was entirely cleared also, but acting by Joseph Schildkraut in one scene was directed to be changed. A test to the powers of such juries will come from the fact that Schildkraut says he will refuse to modify his presentation of the love scene.

Among those who served on these juries were John Erskine, Mary Garrett Hay, Mrs. Ernest Poole, Mrs. James Harvey Robinson, Don C. Seitz, Henry Sydnor Harrison, and Florence Overton.

Ancient Volumes Discovered

WORD of an interesting discovery of ancient books has come from Russia. Colonel Kozloff, leader of an expedition to the Gobi Desert, who is now in Moscow has received word from his assistant who remained in Mongolia near Urga, that the tumulus found there had been rendered capable of exploration during the winter and important results were obtained. The tomb contained besides unique carpets and tapestries silken fabrics and golden and wooden ornaments, also 700 books bound in silken fabrics and written in seven languages including Chinese and Hindu.

Book Epidemics—Why They Come and Go

Awarded Third Prize in the Cross Word Puzzle Contest

By L. A. Eales

AMERICANS as a race are an emotional people, always seeking something different, something new and interesting. At present, this finds expression in the cross word puzzle craze. The more intense the run the quicker it is over; but the cross word puzzle will last longer than most book epidemics because it is a game that can be played alone. It is educational, so approved by the pedagogs; it is clever, so tickles the fancy of some of us who can show how smart we are in its make-up and answers. It is universal, as it can be adapted to all classes, from the intellectual group to the word cat type of reasoning. Universality is the final test of popularity. The universality of the cross word puzzle is attested in its use thru the press, magazines, the radio and the motion picture screen. This month, a cross word puzzle magazine was launched with the expectancy of selling 75,000 copies.

What keeps the interest up is a question. Everett Dean Martin in his book "The Behavior of Crowds" says "The modern man has in the printing press a wonderfully effective means for perpetuating crowd movements and keeping great masses of people constantly under the sway of certain crowd ideas. Every-crowd-group has its magazines, press agents, and special 'literature' with which it continually harangues its members and possible converts. Many books, and especially certain works of fiction, of the 'best seller' type, are clearly reading mob phenomena." The newspapers and other primal forces really accept, reflect and increase public opinion and in many cases are the direct cause of uniform reaction. In the drama or motion picture, the manager and author combine to plan a plot situation and ending which the public will go to see. This is often true in art, architecture, lecture platform and church. Give the public what it wants. The succinct saying "When in Rome, do as the Romans" usually holds true. None of us want to be out of step; so sooner or later we succumb to doing cross word puzzles.

Publishers, as keen business men, are quick to realize a good saleable book to merchandise as their wares. It is a business transaction. Advertising the product to "put it over" is a vital point, but advertising alone will not always crystallize public opinion. Organized appeal to public opinion thru publicity, advertising and propaganda is a means of gaining popular approval. Public opinion is essential to all success, and each line of publicity has its own methods to attain the end; but, unless the objects of consideration are to be topics of conversation where people are gathered together, it will not last, so publicity can be gained by conversation. Sometimes this is forced, sometimes it is pure chance. A current New York play appealed to the intellectual group because of its clever satire. All of a sudden, it was whispered that the play had good vaudeville stunts and jokes, and the theater became filled each night with a different crowd. Each individual group picking out what pleased it the most.

We can find all kinds of examples of peculiarities of style, in dress, etiquette, art and in the book. It is laughable afterwards but serious at the time of its vogue. The middle ages had Tupper who in the light of pure literary criticism could hardly be called a poet. Other years we had Imagists; the Free Verse. Last year we had Coué and the Outline mania: "Outline of History," "Outline of Science," "Outline of Art," almost an outline of everything.

The last thirty years have evinced many changes in public taste from realism to the historical novel. Not all the best sellers are literature, but they are cleverly written, entertaining and have a human interest appeal. The essential function of art is moral and there is nothing in art or literature that does not conform to law of order and beauty. Simplicity, a profound knowledge of human nature and charm of personality are the touches which make for masterpieces, and if the book does not conform to standards, it becomes a passing mood and the world is looking again for something new, hence book epidemics.

A New Publishing House

THE latest venture in publishing is the founding of The Viking Press, Inc., by Harold K. Guinzburg and George S. Oppenheimer. In its initial announcement The Viking Press states:

"Our aims are, briefly, to have the name a symbol of enterprise, adventure and exploration in the publishing field—to limit our enterprises to a few each season and to make those few represent the best—to cultivate home soil, yet seek foreign lands—to acclaim treasure when we find it, but to avoid calling brass gold—to follow in the trails of others providing they lead to fertile shores—and to establish a trademark that will become a sign of good books and constructive publishing."

Harold K. Guinzburg, President of the new house, is a graduate of Harvard University. Since receiving his B.A. degree he has been a newspaper man in Bridgeport, Conn., and a special correspondent for The Boston Transcript. When Simon and Schuster began plans for the inauguration of their business, Mr. Guinzburg joined forces with the new house. In 1924 he went to Europe and while there contracted business with various Continental publishers. He is twenty-five years of age, and, in addition to his journalistic and publishing activities, studied law for two years.

George S. Oppenheimer, Secretary and Treasurer of The Viking Press, has for the last three and a half years been the advertising and publicity manager for Alfred A. Knopf, Inc. He graduated from Williams College in 1920 and spent a year at Harvard in the Graduate Arts School. He is also twenty-five years old. Last year he was Secretary and Treasurer of The Publishers' Ad Club.

The two men have known each other for several years. They will begin publishing next spring, 1926, unless, as they say "four extraordinarily fine books come along in time for fall publication. We would naturally like to begin as soon as we can but we refuse to be stampeded into publishing mediocre material just for the sake of beginning. If we publish our first book in January of next year we will be perfectly contented."

The Viking Press will produce a general list but will limit the list to only a few

titles each year. There will be special concentration on format since both men are very much interested in fine book making and will try to establish a reputation for beautifully made books. As a first step in this direction they have secured the services of Rockwell Kent, the famous artist, to design their trademark. Several books have already been planned and will be announced at a later date.

"More and Better Bookselling" Contest

THE National Association of Book Publishers in co-operation with the American Booksellers' Association is conducting a contest to determine what "More and Better Bookselling" means. This was announced in the March 1st number of the Year Round *Bookselling News* and all booksellers are urged to take part in the contest. There are three prizes offered: first prize \$50.00, second prize \$25.00, third prize \$10.00, for the best 1000 word articles on "Practical Ideas for More and Better Bookselling in My Store." The articles will be chosen by judges to be announced later, and the names of the contestants will be unknown until the decisions have been made.

The points to be considered in awarding the prizes are:

50 points for a practical program for "More and Better Bookselling" in the store.

10 points for best suggestions for store publicity and advertising.

10 points for best suggestions for making community contacts.

10 points for the best suggestions for training clerks.

10 points for best suggestions for making "plus sales."

10 points for style of presentation.

Among Those Present

THE Bell Telephone System has published an analyzed list of its stockholders. Nearly one hundred vocations are represented, among which we notice:

657 Printers
73 Librarians
42 Publishers
5 Bookbinders



ELLIS MEYERS

A.B.A. Employs an Executive Secretary

THE American Booksellers' Association has taken at this time the important step, which has been frequently discussed, of having a paid executive secretary actively engaged in the problems of the Association members and working for the betterment of bookselling. The executive committee, after conference with the Board of Trade, has appointed Ellis Meyers to this office, his term to begin at once. Mr. Meyers will have about seven weeks' service before the Convention, and, in order to get acquainted with the trade and with the problems of different types of stores, he has started on a trip that will take him thru Philadelphia, Baltimore, Washington and other cities en route, also up to Boston and into New England cities. He will then start for the west, making stops, and have conference with President McKee at Detroit in preparation for the Convention.

Mr. Meyers has been in the field of sales promotion and publicity, and comes to the Booksellers' Association from the

promotion department of the Western Union Telegraph Company in New York. He will bring to the book-trade problems a fresh point of view and a neutral attitude toward trade difficulties.

The Association now seems to be large enough to support an office, and unquestionably progress can thus be much more rapid than by depending on the voluntary contributions of time and energy such as have been generously given by the previous secretaries. Until after the Convention, no headquarters will be established, and after that, desk room will be arranged for at some central point. For the present, mail addressed to Ellis Meyers, care of Hotel Harding, New York City, will be forwarded to him wherever he may be traveling.

New A. B. A. Members

THE following people have joined the American Booksellers Association this week.

Miss L. M. Foisy, care of Powers Mercantile Co., Minneapolis.

Phoebe B. Romig, Heidelberg Press, Philadelphia.

Garnet Crosset, Reading, Pa.

W. R. Dickerson, Jr., care of Thomas Nelson & Sons, New York.

Robert Brooks, Gramercy Book Shop, Inc., 122 E. 19th St., New York.

Stamford Bookstore, Inc., 482 Main St., Stamford, Conn.

M. B. Gottlieb, Studio Book Shop, Birmingham, Ala.

Edward W. Bok, Merion, Pa.

Frederic Friedfertig, Ye Little Old Bookshop, 306 W. First St., Los Angeles.

Mary E. Kluefer, 2123 Ridge Avenue, Evanston, Ill.

Amy Howell, University of Chicago Press.

STANLEY G. REMINGTON

Chairman of Membership Committee.

MICHAEL ARLEN has just signed a contract with Jesse Lasky to write two original stories for screen production. Fifty thousand dollars is the sum involved in the transaction. Pola Negri, it is understood, will be the featured star in both of the productions.

A New Publishing Method

SOME publishing experiments take on especial interest when they provide data for indicating a new trend in book buying. Especially is that so when a book is given a new form and the experiment shows that the public will buy books in that make-up. Many tests have shown that the public does not care for paper-bound books in this country, and experiments in pamphlet publishing have not been a very great success. The difficulty in the first instance is because the public is always disappointed at the very slight difference in cost between paper-bound and cloth-bound books, and, in the second instance, the pamphlet material deteriorates so rapidly in booksellers' hands that it is not generally found a profitable venture. A different type of experiment has been tried by a new publishing firm that has been the outgrowth of the Cooper Union lectures in New York City. This famous lecture foundation has each year arranged for lecture series which present important scientific subjects in a thoro and practical way. Very often this material finds its way into books, as, for instance, "Mind in the Making."

Some of those interested have now formed the People's Institute Publishing Co., 70 Fifth Avenue, to publish this material, and in order to emphasize the fact that this is lecture material they decided to print it in pamphlet form, and to overcome the objection to paper covers they put the pamphlets in a very stout slip case with double-end protection and carefully printed labels. The whole gives the impression of being as substantial as a bound book, and yet the reader can take a pamphlet at a time in a train or on a journey, a privilege greatly enjoyed by many readers, especially of serious books. There are those naturally who were at first a little skeptical as to whether a book in this form at three dollars, which is about the price it could have been published at in bound form, would appeal to the average trade, but the experimenters found that it was approved, and the publishers report many reorders. They have ready for publication a book on "Behaviorism" by John B. Watson, a series recently given at Cooper Union by this former professor of Johns

Hopkins University, and the plan is to issue two books a year. They are publications which seem to fit in with the general movement towards adult study.

Booksellers' League Election

THE Booksellers' League of New York held its last dinner of the season on the evening of March 18th at the Brevoort Hotel. There was a good attendance and the annual business of the League was discussed. The election of officers took place and the President, Frederic G. Melcher was unanimously re-elected for another term. The President gave a short talk on the progress of bookselling education and urged the members of the League to give their whole-hearted support to all educational efforts.

R. Emmet Kennedy, author of "Black Cameos" published by A. and C. Boni, told a number of negro stories from his book, speaking with inimitable negro accent.

One of the most thrilling talks ever heard by the members of the League was given by Judge F. De Witt Wells of New York City. In addition to being a Municipal Court Judge, he is the author of the astonishing account of a small boat cruise across the Atlantic entitled "The Last Cruise of the Shanghai" published by Minton Balch & Co. The talk was accompanied by a series of slides of photographs taken on the trip which gave the whole account a very graphic character. After coming clear across the ocean, following the same route taken by the Norsemen, the boat was wrecked on the reefs of Nova Scotia in the hurricane of last August. The five members of the party were only saved by the daring bravery of one of the crew who swam thru dangerous swirling gullies to the main land where help was secured.

The Thomas Seltzer Dinner

A NUMBER of Mr. Seltzer's friends, authors and editors, are arranging a dinner for him to be held at the Hotel Plaza, on Thursday, April 16th to celebrate his fifth anniversary as a publisher. Mrs. Alexander Kohut is chairman of the committee, and the speakers are to be Glenn Frank, Carl Van Doren and Padraic Colum.

Obituary Notes

CASPAR OF MILWAUKEE DIES

CARL N. CASPAR, proprietor of the famous second-hand bookstore in Milwaukee, commonly known as "Caspar's Book Emporium," died at his home in Milwaukee on March 18th. Mr. Caspar was born in Germany in 1854, and coming to this country at the age of fourteen, he took up saddlery as a business. Then his love of books drew him to Milwaukee, where he became traveling salesman for C. Doerflinger Company. On one of his trips to Indiana, he was offered a chance to buy a small store with a stock of 1,500 books. These he purchased and took them to Milwaukee, where, in 1878, he opened his first bookshop on Oneida Street. He moved twice later to obtain more room, and, in 1912, opened his present 4-story building, crowded with more than 300,000 volumes. He specialized in foreign languages and was a source of supply of dictionaries in almost every European language. He also developed a large second-hand book business in school books, legal books and standard sets. In the publishing field, he carried thru many guide books of Milwaukee, and his maps were well known. As a man, he was held in high regard in his community, and many of the Milwaukee citizens consider that they received much of their education from the hours spent in the Caspar store. Mr. Caspar was unmarried, and left a sister Josephine, who is vice president of the company.

ALFRED JARETZKI, for some years past a director of the firm of D. Appleton & Co., and head of the legal office of Sullivan and Cromwell, died on March 15th.

HENRY C. APPLETON, son of Wm. H. Appleton and brother of Wm. W. Appleton, died on March 17th. He was in the real estate business.

T. H. SOFIELD

T. H. SOFIELD, for nearly 29 years a member of the staff of G. P. Putnam's Sons, died in London on March 8th in his 53rd year. About twelve months ago he faced two operations, but while they seemed to have been successful, the malady returned. Two more recent operations

proved too much for Mr. Sofield's impaired constitution.

Mr. Sofield's connection with Putnam's Export Department in London began in 1896. He had previously been associated with Simpkin Marshall, and later with Francis Edwards. Eventually he became head of the old and rare book section of that firm and a Director of G. P. Putnam's Sons, Ltd. His work brought him into close touch with the antiquarian book trade, in which he was held in high regard, both for his personality and his expert knowledge. Twice a year he made buying trips to all the old book centres of England on behalf of the London and New York houses, and just before his death had returned from visits to the Midlands and the North.

In 1922 Mr. Sofield came to America and visited great antiquarian bookstores here, familiarizing himself with the requirements of the various important firms, and the methods of the old book department of Putnam's, New York.

He was a man of sterling character, and endeared himself to all those with whom he came into contact. During the last year of his life, when it was obvious to those who saw much of him, that his vitality was not what it had been, he pluckily fought against the ill-health which had overtaken him.

He was buried at Nunhead Cemetery. He leaves a widow and one son.

Communications

CANADIAN COPYRIGHT

The Macmillan Co. of Canada, Ltd.

March 13, 1925.

Editor, *Publishers' Weekly*:

I notice in the issue of the 7th a short discussion on the attitude of Canadian publishers towards the new Copyright Bill at present before the House of Commons and known as the Chevrier Bill. The heading: "Toronto Publishers Favor License System"—is misleading. The attitude of the Toronto publishers towards the Chevrier Bill is contained in the resolution, a copy of which you print. It is nothing more or less than that further time might well be given for the Copyright Act of 1921 to prove its effectiveness. This is not for a moment to be construed as an expression of favored opinion on the part of the Toronto

publishers to the retention of licensing clauses. As a matter of fact the retention of such clauses is favored by but one publisher with all his brethren taking the exactly opposite view.

Yours very truly,
HUGH S. EAYRS, *President*.

"SENDING THE BUM ONES TO CHINA"

Chinese American Publishing Co.,
25 Nanking Road,
Shanghai, China

January 3, 1924.

Editor, *Publishers' Weekly*:

I should like to pass a word on to the American publishers. We place orders, and presume that we will get books in a saleable state. Instead, we find books with soiled edges, mutilated jackets. If one publisher was to blame we would take the matter up with him, but very few publishers escape our criticism in this.

There seems to be a feeling among the shipping clerks that because a book is going to China, they can send us books which we are often ashamed to display. We can almost hear them say, "Send the bum ones to China."

We have fine windows, and if publishers would send us some extra jackets now and again, we could make a very good showing for some outstanding book.

VIRGINIA SMITH COWPER,
Director, Chinese American Publishing Co.

Periodical Note

THE FIRST NUMBER of *Boekzaal der geheele Wereld*, a monthly international periodical for bibliography, appears under the editorship of: Professor Dr. B. van Benthem, Dr. L. J. M. Feber, Dr. Jacoba Hol, Professor Dr. H. F. M. Huijbers, Mr. G. Kropman, Wies Moens, M. A. P. C. Poelhekke and Dr. Ferd Sassen. Editor-Secretary: Dr. H. V. D. Mark.

This new periodical is issued in a very large edition, and may be ordered from: Het Nederlandsche Boekhuis, Hoofdkantoor, Industriestrat No. 1 Tilburg, Belgium.

Periodical Note

The Youth's Companion announces that the *Atlantic Monthly* has acquired an interest in its business, and from this date will aid actively in the management. The new Board of Directors will include Elery Sedgwick, President, and MacGregor Jenkins, Treasurer, of the *Atlantic Monthly Co.* From the office of the *Atlantic* are published *The House Beautiful* and *The Living Age*.

Personal Notes

PAUL JONES is now associated with Alfred A. Knopf, Inc., in charge of publicity and advertising, succeeding George S. Oppenheimer.

JOHN A. HOLDEN, business manager and secretary of the *Publishers' Weekly*, with Mrs. Holden, is spending a month in Bermuda; and Mr. and Mrs. Albert R. Crone of the R. R. Bowker Co. have returned from the Pacific Coast.

DAVID NEWBERRY, formerly of the Sather Gate Book Shop, is assistant manager, succeeding Lawrence Drake who is leaving for Europe to prepare for a literary career.

HAROLD T. DAUGHERTY, for ten years librarian of the Newton Free Library, Newton, Mass., has resigned to take up a business connection with Herman Goldberger in the magazine business at 110 High Street, Boston. Mr. Daugherty has been one of the outstanding librarians in New England.

Business Notes

BOSTON, MASS.—Frank C. Brown, dealer in rare and fine books, has moved from No. 44 Bromfield Street into larger quarters, in Room 803, No. 44 Bromfield Street, the same building in which he has been for some years.

CHICAGO, ILLINOIS.—Kristian Baun, for a number of years associated with the Charles T. Powner Co., has opened a new book shop at 1025 N. State Street. It is called the Colony Book Shop and will deal in second hand books, new books, prints and paintings.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Alderman, Dr. Edwin Anderson

Woodrow Wilson. 8op. D '25 Garden City, N. Y., Doubleday bds. \$1

A memorial address delivered before Congress on December 15, 1924, by the president of the University of Virginia.

Andersen, W. Niclaus

A manual for school officers, superintendents, principals and board members. 40op. (1p. bibl.) D (Century educ. ser.) c. N. Y., Century \$2

Anonymous

The love toy. 253p. D [c.'25] N. Y., Macaulay \$2

From her distant Main Street, Georgia Bird hearkens to the gay echoes of life in Greenwich Village.

Anthony, Lotta Rowe

Anne Thorton, junior guide. 222p. front. D (Woodcraft league bks.) '24 c. Phil., Penn Pub. \$1.50

A story for girls from nine to fourteen.

Apocrypha (The); reprinted according to the authorized version, 1611. 237p. F '24 N. Y., Dial Press bds. \$10

An imported edition printed at the Nonesuch Press in London in a modern rendering of type from a letter used by Plantin.

Aubert, Maître

Bolshevism's terrible record; an indictment. 138p. (4p. bibl.) D [c.'25] Bost., Small, Maynard \$1

The author is a member of the Geneva bar, and acted successfully as attorney for the defense in the famous trial of an accomplice in the murder of a Bolshevik emissary in Switzerland.

Austen, Jane

Five letters from Jane Austen to her niece,

Fanny Knight; printed in facsimile; lim. ed. no p. Q '24 N. Y., Oxford bds. \$7

Austin, Mary Hunter [Mrs. Stafford W. Austin]

A small town man. 242p. O [c.'15, '25] N. Y., Harper \$2

A revision of the author's book published in 1915 under the title, "The Man Jesus."

Ayres, Ruby Mildred [Mrs. Reginald William Pocock]

The littl'st lover. 281p. D [n.d.] N. Y., Doran \$2

A romance of Josie, lovely and spoiled, of Larry who loved her, and of Robert Farthingdale, his dearest friend, who refused to spoil Larry's happiness.

Bailey, Paul

The man who turned Mex, and other stories. 209p. D [c.'25] Phil., Dorrance \$1.75

Six western tales, full of adventurous romance.

Baker, Margaret

Pedlar's ware; il. by Mary Baker. no p. O c. N. Y., Duffield \$1.50

Four fairy tales about ghosts, leprechauns, princesses and farmers' lads.

Balfe, Kathleen Mary

Thoughts of St. John of the Cross for every day. 149p. il. S '25 N. Y., Benziger Bros. 80c.; lea. \$1.75

Banta, Nathaniel Moore

Old tales of the east. 128p. il. (col.) D '24 c. Chic., A. Flanagan 68c.

Barbeau, Charles Marius, and Sapir, Edward

Folk songs of French Canada. 238p. O c. New Haven, Conn., Yale \$4

A collection of forty French folk-songs with music and French and English text.

Amer. Telephone & Telegraph Co.

Annual report of the directors to the stockholders for the year ending Dec. 31, 1924. 41p. map, diagrs. O '25 N. Y., Author pap. apply

Babbitt, Harold E.

Tests on the hydraulics and pneumatics of house plumbing. 8op. il. O (Engin. exper. sta. bull. no. 143) '24 Urbana, Univ. of Ill. pap. 40c.

Baker, Henry Dunster

Commodore Oliver Hazard Perry, U. S. N., and his historic connection with Trinidad. 16p. D '24 Wash., D. C., Amer. Consular Ass'n. apply

Baker, Joseph Edwards

Tests of a public utility bond. 55p. O c. N. Y., Payson & Clarke Co., 385 Madison Ave. bds. gratis

Baring, Maurice

A triangle; passages from three notebooks. 193p. D '24 Garden City, N. Y., Doubleday \$2
The story of two men and a woman told from three points of view, those of the solicitor, the doctor and the priest.

Baring-Gould, Sabine

Early reminiscences, 1834-1864. 366p. il. O [n. d.] N. Y., Dutton \$6
The first portion of the life story of an English clergyman, traveler and man of letters.

Baronti, Gervé [Mrs. Paul R. Danner]

Eyes of India. 320p. D [c.'25] N. Y., Macaulay \$2
A novel of modern India.

Barrie, Sir James Matthew, bart.

George Meredith, 1909. 13p. S '24 N. Y., W. E. Rudge bds. \$2
An essay written at the time of Meredith's death, dated, "Box Hill, May 22, 1909."

Barton, Major-General Sir Frederick Maurice, and Arthur, Sir George Compton Archibald, bart.

The life of Lord Wolseley. 397p. (3p. bibl.) il. maps O '24 Garden City, N. Y., Doubleday \$6
The biography of an English military leader of the late nineteenth century.

Baum, Emanuel Milton

The prince of passion; a novel. 220p. D [c.'24] N. Y., Walter Neale, 440 Fourth Ave. \$1.60

Bell, Albert James, M.D.

Feeding, diet and the general care of children; a book for mothers and trained nurses; 2nd rev. ed. 305p. il. D '24 c.'23, '24 Phil., F. A. Davis \$2

Bellamy, William

A century of charades. no p. T '25 c.'94 Bost., Houghton \$1
A collection of a hundred charades in rhyme, first published over thirty years ago and now reissued.

Béraud, Henri

Lazarus; tr. by Eric Sutton. 187p. D c. N. Y., Macmillan \$2
The strange tale of a man who forgot his past and was haunted by his former self.

Biggers, Earl Derr

The house without a key. 316p. D [c.'25] Indianapolis, Bobbs-Merrill \$2
A baffling mystery, the murder of Dan Wintership in Honolulu, is solved by a Chinese detective.

Bixby-Smith, Sarah

My sagebrush garden. 83p. D [c.'24] Cedar Rapids, Ia., Torch Press bds. \$1.50
Poems of the outdoor world of California.

Bobbed hair; by twenty authors. 363p. D c. N. Y., Putnam \$2

An entertaining tale of high society, shop girls, bootleggers, mystery and adventure with Connemara, a charming American girl, as heroine. The novel is the work of twenty collaborators, each of whom

has contributed a chapter. The names include George Barr McCutcheon, Alexander Woolcott, Elsie Janis, Carolyn Wells, John V. A. Weaver, and Ed Streeter among others equally well-known.

Borgongini-Duca, Francesco

In the footsteps of the Master; tr. by Francis J. Spellman. 232p. D '24 Bost., Pilot Pub. Co. \$1.50

Bostock, J. Knight

Albertanus Brixiensis in Germany; being an account of the middle high German translations from his didactic treatises. 124p. D '24 N. Y., Oxford \$1.70

Bousfield, Paul, i.e. George Paul Edward

Sex and civilization. 300p. (bibl. footnotes) O '25 N. Y., Dutton \$5

Dr. Bousfield shows that the present physiological and psychic inefficiencies of women have very definite causes and remedies, and that in the civilization of the future woman's present waste of energy will be prevented by wiser education and more sensible social regulations.

Bramah, Ernest

The specimen case. 332p. D [c.'25] N. Y., Doran \$2
Twenty-one short stories by the author of "Kai Lung's Golden Hours."

Brandeis, Louis Dembitz

Business—a profession; foreword by Ernest Poole. [rev. ed.] 442p. front. (por.) D [c.'14, '25] Bost., Small, Maynard \$3

Brilioth, Rev. Yngve

The Anglican revival; studies in the Oxford movement; preface by the Bp. of Gloucester. 372p. (bibl. footnotes) O '25 N. Y., Longmans \$5

Brinkley, Sterling G.

Values of new type examinations in the high school, with special reference to history. 127p. (3p. bibl.) O (Contributions to educ., no. 161) '24 c. N. Y., Teachers College, Columbia Univ. \$1.50

Brooks, Charles Stephen

Like summer's cloud; a book of essays; il. by Julia McCune Flory. 262p. O [c.'25] N. Y., Harcourt bds. \$2.50
Essays on the lighter things of life by the author of "There's Pippins and Cheese to Come."

Broomhall, Marshall

Marshall Feng; "a good soldier of Christ Jesus." 99p. il. D '24 Phil., China Inland Mission pap. 35 c.

Buchan, John

Lord Minto. 352p. il. O c. Bost., Houghton \$7.50

Buchan, John, comp.

The northern muse. 547p. D c. Bost., Houghton \$4
An anthology of Scottish vernacular poetry.

Blatchford, Robert

Not guilty; a defense of the bottom dog. 160p. D '24 N. Y., P. Eckler Pub. Co. \$1.50

Busch, Francis X, ed.

Outstanding features and salient provisions of an ordinance providing for a comprehensive municipal local transportation system. 12p. maps Q '25 Chic., City Council pap. apply

Buchanan, Robert Earle

General systematic bacteriology; history, nomenclature, groups of bacteria. 597p. (26p. bibl.) O (Monographs on systematic bacteriology, v. 1) '25 Balt., Williams & Wilkins \$6

Bullett, Gerald William

Mr. Godly beside himself. 255p. D c. N. Y., Liveright \$2.50

A fantasy picturing the effect of romance upon the suburban sobriety of Mr. Godly.

Burbridge, Juanita Cassil

Cheating the devil [a novel]. 272p. D '25 c. '24 N. Y., [Frank Maurice, Inc.] \$2

Burnet, John

Aristotle. 18p. O '24 N. Y., Oxford

pap. 35 c.

A study of Aristotle's published works and the manuscripts of the lectures which were not recovered till the first century B. C.

Chapman, Arthur

The story of Colorado; out where the west begins. 307p. (2p. bibl.) il. (col. front.) D [c. '24, '25] Chic., Rand, McNally \$1.75

A school history.

Connell, Richard

The sin of Monsieur Pettipon, and other humorous tales. 287p. D '25 c. '20-'25 N. Y., Minton, Balch \$2

A collection of short stories formerly published by Doran.

Variety. 328p. D '25 c. '23-'25 N. Y., Minton, Balch \$2

Thirteen short stories, each representing a different type of fiction.

Cook, Ellen Gilbert [Ellen Maples], and Maples, Bp. Chauncy

Love and duty; poems. 61p. D '24 N. Y., Longmans \$1.25

Coolidge, Julian Lowell

An introduction to mathematical probability. 222p. O '24 N. Y., Oxford \$5

Corson, Oscar Taylor

Our public schools, their teachers, pupils, and patrons. 286p. D (Amer. educ. ser.) [c. '18-'25] N. Y., Amer. Book Co. \$1.28

Cowles, Florence Call

Foreign skies through mother's eyes; round-the-world letters to my children. 316p. il. O '24 Chic., Rand, McNally \$2

Cowles, Julia Darrow [Mrs. Francis Dana Cowles], and Abbott, Ethelyn

The children's story hour. 128p. il. (col.) D '24 c. Chic., A. Flanagan 68 c.

The child's own fairy book. 127p. il. (col.) D '24 c. Chic., A. Flanagan 68 c.

Twilight folk tales. 128p. il. D '24 c. Chic., A. Flanagan 68 c.

Crosland, Jessie

The song of Roland; newly translated with an introd. 166p. D (Medieval lib., v. 21) '24 N. Y., Oxford \$1.85

Cullum, Ridgwell

The riddle of Three-way creek. 338p. D [c. '25] N. Y., Doran \$2

A tale of the Northwest with its dramatic interest centering in three people—Jim Pryse, the hero, Molly Marton, the girl he loves, and Andy McFardell, the man he hates.

Curtis, Francis Day

Some values derived from extensive reading of general science. 148p. (1p. bibl.) map O (Contributions to educ., no. 163) '24 c. N. Y., Teachers College, Columbia Univ. \$1.50

Daniel, Hawthorne

Ships of the seven seas; introd. by Franklin D. Roosevelt; il. by Francis J. Rigney. 337p. O c. Garden City, N. Y., Doubleday \$4

A vivid and interesting word picture of ships and the sea, describing every type of craft from the Nile boats of the early Egyptians to the giant ocean greyhounds of today.

Davies, Thomas Frederick

Personal progress in religion. 90p. (bibl.) D [c. '25] Milwaukee, Wis., Morehouse Pub. Co. \$1

The author is bishop of western Massachusetts.

DeMaar, Harko G.

A history of modern English romanticism: v. 1, Elizabethan and modern romanticism in the eighteenth century. 254p. il. O '24 N. Y., Oxford \$3.50

Denham, W. E.

Introducing the New Testament; a class book for Sunday school teacher training. 157p. maps D [c. '25] Nashville, Tenn., Sunday School Bd. of So. Bapt. Convention

75 c.; pap., 50 c.

Dennett, Tyler

Roosevelt and the Russo-Japanese war. 368p. (10p. bibl.) O c. Garden City, N. Y., Doubleday \$3.50

A critical study of American policy in eastern Asia in 1902-5, based primarily upon the private papers of Theodore Roosevelt.

Cakes and desserts; being a collection of 150 tested recipes for home cookery, arranged by months. 48p. il. (pt. col.) O [c. '24] Chic., Woman's World Mag. Co. bds. 35 c.

Candy calendar, (The), being a collection of 150 pure candy recipes for home cookery arranged by months. 48p. il. (pt. col.) O [c. '24] Chic., Woman's World Mag. Co., 107 S. Clinton St. bds. 35 c.

Cookery calendar, (The), being a selection of tested recipes for every month, and properly balanced menus. 56p. il. (pt. col.) O [c. '25] Chic., Woman's World Mag. Co. bds. 35 c.

Davies, Hubert Henry

Doormats; a comedy in three acts. 62p. S (French's acting ed., no. 2554) c. '20 N. Y., S. French

pag. 75 c.

Day, W. R.

The watermark disease of the cricket-bat willow. 30p. il. O (Oxford forestry memoirs, no. 3) '25 N. Y., Oxford \$1.20

Dean, George B.

Manual on personal evangelism. 63p. (1p. bibl.) S [c. '25] N. Y., Methodist Bk. Concern pag. 15 c.

DeVos, Julius Emil

Fifteen hundred years of Europe [a history]. 604p. il. maps (col.) O '24 c. Chic., O'Donnell Press, 621 Plymouth Ct.

\$5; fab., \$6.50

Donnelly, Francis P.

Little cords; taps from a light lash. no p. S [c. '24] N. Y., P. J. Kenedy \$1.25
Moral and spiritual essays.

Dukes, Cuthbert

Lord Lister (1827-1912). 185p. front. (por.) D (Roadmaker ser.) ['24] Bost., Small, Maynard \$1.75

An account of Lord Lister's search for better methods of treating wounds and his discovery of the antiseptic system.

Dumas, Alexandre, fils

La dame aux camélias; drame en cinq actes; ed. with introd. by Hugh Allison Smith and Robert Bell Michell. 213p. D '24 N. Y., Oxford \$1.10

Eastman, Max Forrester

Leon Trotsky: the portrait of a youth. 188p. D c. N. Y., Greenberg \$2

Mr. Eastman, the most intimate English-speaking friend of modern Russia's master soldier, tells of events in Trotsky's early life and thus paints a portrait of one who has been a natural leader of men ever since boyhood.

Engelhardt, Fr. Zephyrin

San Francisco or Mission Dolores. 447p. (bibl. footnotes) il. maps O (Missions and missionaries of Cal., new ser., local hist.) '24 c. Chic., Franciscan Herald Press \$2.75

The early history of San Francisco, during the Spanish mission period.

Fabre, John R.

Dictionary of synonyms; 5th rev. ed. 179p. S '25 c. '24 Chic., Regan Pub. Corp. \$1

A collection of over 65,100 synonymous expressions.

Fairbridge, Dorothea

Lady Anne Barnard at the Cape of Good Hope, 1797-1802. 360p. il. O '24 N. Y., Oxford \$10

Farington, Joseph

The Farington diary; ed. by James Greig; v. 4. 305p. il. O '24 N. Y., Doran \$7.50
Covering the period from September, 1806 to January, 1808.

Faris, Lillie Anne

Standard Bible story readers; the primer. 128p. il. (col.) D [c. '25] Cin., Standard Pub. Co. 80 c.

Faulkner, Anne Shaw

What we hear in music; a course of study in music history and appreciation for use in the home, music clubs, conservatories, high

schools, normal schools, colleges and universities; [5th rev. ed.]. 451p. D [c. '13-'24] Camden, N. J., Victor Talking Machine Co., Educ. Dept. \$1.50 bxd.

Fish, Carl Russell

History of America. 629p. (bibs.) il. maps D [c. '25] N. Y., Amer. Book Co. \$1.92

A textbook by the professor of American history in the University of Wisconsin.

Fobes, Harriett Keith

Mystic gems. 117p. il. (col. front.) O [c. '24] Bost., Badger bds. \$3

A history of twelve precious or semi-precious stones.

Fowler, F. G., and Fowler, H. W., comps.

The pocket Oxford dictionary of current English. 1020p. S '24 N. Y., Oxford \$1.50

Frick, Minnie DeMotte

Analytical lessons in Gregg shorthand, with dictation. 360p. D [c. '24] N. Y., Gregg Pub. Co. \$2.75

Garrod, Archibald E.

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Running special. D [c.'10-'25] N. Y., Doran \$2

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Patten, C. J., M.D.

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The author is a member of the college faculty of St. Vincent's-on-the-Hudson.

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Organization and management in the flour milling industry. 251p. (1p. bibl.) O '25 N. Y., Pitman \$3.75

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Porter, Horace C.

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Rand McNally guide to San Francisco, Oakland, Berkeley and environs of the bay cities. 227p. il. maps D [c.'25] Chic., Rand, McNally pap. 75 c.

Rand McNally guide to Washington and environs; 1925 ed. 224p. il. maps D c. Chic., Rand, McNally pap 50 c.

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The psychology of a musical prodigy. 189p. (bibl. footnotes) il. O (Internat'l lib. of psych., phil. and scientific method) '25 N. Y., Harcourt \$4

A study of the mental development of a child pianist.

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Robertson, Archibald Thomas

An introduction to the textual criticism of the New Testament. 300p. (14p. bibl.) D [c. '25] Nashville, Tenn., Sunday School Bd. of So. Bapt. Convention \$2.25

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Robinson, Edwin Arlington

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Riley, R. E.

Traffic glossary. 145p. O '24, c. '17, '20 Chic., La Salle Extension Univ. pap. appy

Rodkey, Frederick Stanley

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Shepperson, Alfred B., comp.

Cotton facts; a compilation from official and reliable sources of the crops, receipts, consumption, etc., of cotton and cotton products; rev. and enl. by C. W. Shepperson. 256p. front. (por.) S '24 c. '76-'24 N. Y., Shepperson Pub. Co., Hanover Sq. Bldg. \$1.50

Simonton, Ida Vera

Hell's playground. 380p. D [c. '12, '25] N. Y., Brentano's \$2

The play "White Cargo," now running in New York, is based upon this novel, first published in 1912.

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Soutar, Andrew

Neither do I condemn thee. 318p. D ['25] N. Y., W. J. Watt \$2

The story of a woman who dares all sacrifice and braves all censure for the man she loves.

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Before breakfast; a comedy in one act. 20 p. S (French's acting ed., no. 2514) c. '13 N. Y., S. French pap. 30c.

Standard Hoyle book of games (The); a complete guide and reliable authority on all games played in the U. S., whether of native or foreign origin; rev. ed. 568p. S [c. '87-'24] Chic., Regan Pub. Co. \$1.25; pap. 75c.

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Advertising and British art; an introduction to a vast subject. 206p. il. (pt. col.) Q [24] N. Y., Dutton bds. \$1.2

Its illustrations in color, half-tone and line, are an interesting supplement to the text, showing the present stage of poster development in Great Britain.

State Charities Aid Ass'n [New York]

How foster children turn out; a study and critical analysis of 910 children who were placed in foster homes by the State charities aid association and who are now eighteen years of age or over; made under direction of Sophie Van Senden Theis; foreword by Homer Folks. 239p. O '24 N. Y., Author, 105 E. 22nd St. pap. \$1

Stevenson, Gertrude Scott, tr. and ed.

The letters of Madame; the correspondence of Elizabeth-Charlotte of Bavaria, Princess Palatine, Duchess of Orleans, called "Madame" at the court of King Louis XIV; v. II, 1709-1722. 307p. (2p. bibl.) il. O '25 N. Y., Appleton \$5

Stevenson, Robert Louis

A child's garden of verses; il. by Frances Brundage. 160p. O (Companion ser.) '24 Akron, O., Saalfeld Pub. Co. bds. 50 c.

Stewart, Frank H.

History of the first United States mint, its people and its operations; lim. ed. 208p. il. O '25 Phil., Wm. J. Campbell, 223 S. Sydenham St. \$5

Stone, William N., and others

Accountants' and auditors' manual. 460p. T c. Scranton, Pa., Internat'l Textbk. Co. fab. \$2

Strobel, Marion

Once in a blue moon. 151p. D c. N. Y., Harcourt bds. \$1.75
A first book of poems reflecting all the moods of young womanhood.

Sumner, William Graham

What social classes owe to each other. 160p. S c. New Haven, Conn., Yale \$1.50
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Tanner, Joseph Robson

Mr. Pepys; an introduction to the diary together with a sketch of his later life. 323p. (2p. bibl.) D [24] N. Y., Harcourt \$3

Teagarden, Florence M.

A study of the upper limits of the development of intelligence. 118p. (8p. bibl.) diagrs. O (Contributions to educ. no. 156) '24 c. N. Y., Teachers College, Columbia Univ. \$1.50

Thomas, John M., and Espenshade, Abraham Howry, eds.

Bible readings for schools and colleges. 307p. D c. N. Y., Macmillan fab. \$1.25

Tidwell, Joseph Blake, D.D.

Introducing the Old Testament; a class book for Sunday school teacher training. 198p. maps D [c. '25] Nashville, Tenn., Sunday School Bd. of So. Bapt. Convention 75 c.; pap. 50 c.

Triptych's (The) penny toys. no p. il. (col.) D '24 N. Y., The Triptych, Room 1127 15 Park Row bds. \$2

A book of rhymes for children about their wooden toys.

Trotzky, Leon [Leo Davidovich Bronshtein]

Literature and revolution; tr. by Rose Strunsky. 255p. front. (por.) D c. N. Y., Internat'l. Publishers \$2.50
Essays on Russian literature and art by the revolutionary leader.

Van Loon, Hendrik Willem

The story of Wilbur the hat; il. by the author. 110p. il. (col.) O [c. '25] N. Y., Liveright bds. \$3.50
"Being a true account of the strange things which sometimes happen in a part of the world which does not exist."

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Financial independence at fifty; 3rd ed., enl. & rev. 223p. diagrs. D '24 N. Y., Mag. of Wall St. fab. \$3.10

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God is writing a book. 193p. (bibl. foot-notes) front. diagrs. D [c. '25] Phil., Dorrance \$2
Modern philosophy as to the meaning of life, based upon scientific knowledge.

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A detective story by the author of "The Green Archer."

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Classification of railroad bonds, 1924. 17p. diagrs. O '24 N. Y., Author, 25 Broad St. apply

Treble, H. A., ed.
Constructive English; a course of illustrated readings with exercises in language and composition; bks. IV and V. various p. il. D '24 N. Y., Oxford bk. IV, 70c.; teachers' bk., \$1; bk. V, 85c.; teachers' bk., \$1.20

Vincent, Elizabeth K.
In the days of Lincoln. 38p. il. O '24 Los Angeles, F. Ray Risdon, 342 N. Main St. 75 c.; \$1
Walden, Mildred and Carlson, Eskil C.
Two thousand years of Christianity, a pageant.

23p. D '25 Rock Island, Ill., Augustana Bk. Concern pap. apply

Westlake, A. L.

Boosts—and a bruise; a play for four girls in one act. 14p. S (French's play for school girls, no. 4) c. '22 N. Y., S. French pap. 30 c.

White, Dorrance Stinchfield

White Latin test; [in packages of 25 examinations] various p. Q '24 c. Yonkers, N. Y., World Bk. \$1.25 per package

Wingfield, Rev. Marshall

A history of Caroline county, Virginia. 544p. (3p. bibl.) il. maps O '24 Newport News, Va., Author, 133 31st St. \$5

Willard, Margaret W., ed.

Letters on the American Revolution; limited. 368p. O c. Bost., Houghton
bds. \$7.50 bxd.

Wilson, Thomas R.

A discourse upon usury [1572]; historical introd. by R. H. Tawney. 400p. (bibl. foot-notes) O (Classics of social and political science) [n.d.] N. Y., Harcourt \$5.50

Woodworth, Herbert Grafton

Where the twain met. 334p. D [c. '25] Bost., Small, Maynard \$2
The climax of this romantic novel is reached amid the scenes of the Japanese earthquake.

Woolcott, Alexander

The story of Irving Berlin. 245p. il. O c. N. Y., Putnam \$2.50
The eventful and entertaining chronicle of a Jewish immigrant lad who before he was thirty, became the master of folk song in his adopted land.

Wordsworth, William

Poems; with Arnold's Essay on Wordsworth; ed. by Howard Judson Hall. 477p. front. (por.) S (Lake lib. ed.) [c. '24] Chic., Scott, Foresman \$1

Wyatt, R. B. Hervey

William Harvey (1578-1657). 214p. (bibl.) front. (por.) D (Roadmaker ser.) [n.d.] Bost., Small, Maynard \$1.75

Wyckoff, Richard Demille [Rollo Tape, pseud.]

Studies in tape reading [new ed.] 186p. D [c. '10-'24] N. Y., Ticker Pub. Co., 42 B'way fab. \$3.25

Young, John Park

Central American currency and finance. 276p. (6p. bibl.) O '25 Princeton, N. J., Princeton Univ. Press \$2.50

Title Index to the "Weekly Record"

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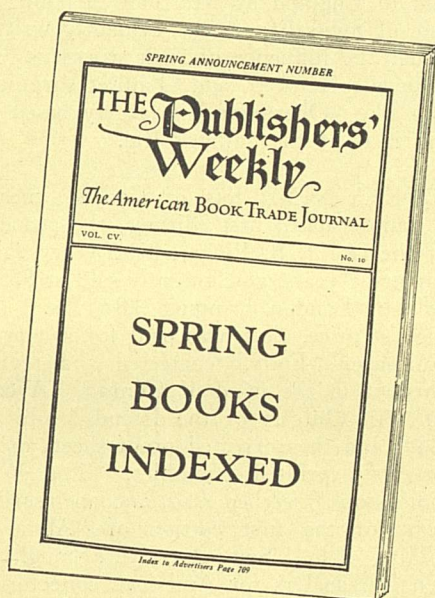
Accountants' and auditors' manual. Stone, W. M. \$2 *Internat'l Textbk. Co.*
Advertising and British art. Sparrow, W. S. \$12 *Dutton*
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1925 Spring Announcement Number

Bound in Cloth - 75c

This Spring Index lists all new books published in 1925 or announced for publication up to July 1, 1925. Listing is by author, title and series. Publishers' advertisements are printed in alphabetical order for quick and easy reference.

USEFUL WHEREVER BOOKS ARE SOLD

When a customer asks for an unfamiliar title, it is most often a current publication which is just receiving advance notice. The customer knows the author and title, (oftentimes only the title), and rarely the name of the publisher or the price.

This index is the means of locating the publisher, quoting the price and securing the order. Every dealer in books should keep it on the reference desk, and with department heads.

Look first in the current index, for the author's name, if known. The author entry is in bold face type and is more complete in details than the title entry.

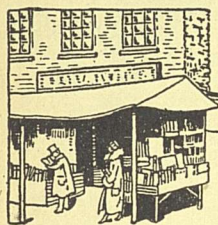
If the author's name is not known or, perhaps, received incorrectly, try the title index. Titles are listed under the first or principal word.

If it is not a book of the current season the previous issues of the Announcement Indexes will locate it.

These indexes includes the books of all publishers from whom data can be had after a systematic canvass.

R. R. BOWKER CO., 62 W. 45th St.

New York City



Old and Rare Books

Edited by Frederick M. Hopkins



THE Nonesuch "Congreve" and "Wycherley" is to be followed by similar editions of the works of Rochester and Otway. The first in one volume, edited by R. Wood and J. D. Hayward, is promised for the early autumn; the second, filling three volumes and edited by Montague Summers, is expected at the beginning of next year.

AMERICANA comprising books, pamphlets and broadsides, and including tracts relating to Colonial financial matters, the French and Indian War, the Revolutionary War, the adoption of the Constitution, unusual material relating to Illinois and the Early West, interesting items by Thomas Paine and important tracts by Whitefield, and railroadiana, will be sold by Charles F. Heartman at Metuchen, N. J., April 4.

DR. ROSENBACH purchased last week at the sale at Sotheby's of the library of Edward Gordon Duff, late reader in bibliography of Cambridge University, a rare religious work printed in 1522 by Wynkyn de Worde. It is a quarto volume, containing directions which show how a young priest should celebrate mass and other services. A copy of this work had not appeared at public sale since 1682 when it was found in a bundle of tracts from the library of Richard Smith, one of the earliest of English collectors. Dr. Rosenbach paid \$1,800 for the rarity.

THERE has recently been discovered in the Bibliothèque Nationale in Paris a novel the very existence of which was unknown. The work is entitled "Aldomen," and is by Etienne Pivert de Senancourt, author of "Obermann," that romance so

highly praised in France by Saint-Beuve and in England by Matthew Arnold. A tale of Swiss life, it was evidently written under the influence of such works as "La Nouvelle Héloïse," and "Paul et Virginie," and like "Obermann" is largely based on the facts of the author's life.

FIFTY-NINE lots of Conrad, mostly autographed first editions, the property of the late J. B. Pinker, his literary agent for many years were recently sold at Sotheby's in London bringing £819 8s. The highest price, £64, was paid for a copy of "Almayer's Folly," corrected and revised thruout in the hand of Conrad. A copy of "An Outcast of the Islands" sold for £47, and the corrected proof sheets of his privately printed pamphlet, "The Warrior's Soul," fetched £40, and an inscribed copy of the first edition of "Almayer's Folly," £38. Some lots were bought by English dealers for American collectors.

IMPORTANT ship models and a unique collection of original manuscript whaling log books, the collection of the late Frank H. Reeve of Camden, N. J., will be sold at the Anderson Galleries, April 2 and 3. The whaling material in this sale is one of the few remaining collections of original manuscripts and pictorial history of this great industry. Each log book is a separate story, relating the hardships and personal anecdotes of the navigator, and important happenings of the cruise. Pictures of the sort here included, whether prints or paintings, are documents now becoming excessively rare. The collection was made many years ago when this sort of material was available. Today a collector with unlimited means might still be unable to duplicate what is here offered.

THE library of the late Henry F. DePuy of Easton, Md., comprising books from the libraries of the presidents of the United States, including the most extensive collection of Andrew Jackson material ever offered will be sold at the Anderson Galleries March 31 and April 1. The rarer lots include Langley's "The Principles of Gardening," London, 1728, from the library of Washington with his autograph on the titlepage; Jefferson's prayer book; Gen. Grant's "Report of the Armies of the United States," Washington, 1865, with presentation inscription; broadside on satin of Jackson's anti-nullification proclamation, Hartford, 1832; important collection of historical letters from Jackson to his wife; Jackson-Swartout correspondence relating to the presidential campaign of 1824: letters from Jackson to his adopted son; and a unique collection of 275 portraits of Jackson ranging from small 12mo to large folio. In addition to the historical matter, there are many items of bibliography and a few interesting miscellaneous books.

THE collection of historical and literary autographs formed by the late Oliver Kingsley Brooks of Cleveland, together with the remaining portion of the library of the late George Manierre of Chicago, were sold at the American Art Galleries March 18 and 19, 808 lots bringing \$18,097. The highest price, \$875, was paid for Gen. Burgoyne's orderly book containing the terms of surrender of the British Army at Saratoga. Other important items and the prices realized were the following: A. L. S. of James Boswell, 1 p. 4to, March 12, 1776, \$150; seven lines in the handwriting of the poet Burns, 1 p. oblong 16mo, n. d. \$110; Mark Twain's "Writings," 35 vols., 8vo, boards, New York, 1922, definitive edition, \$160; Cooper's "Precaution," 2 vols., 12mo, contemporary half leather, New York, 1820, first edition of Cooper's first book, \$80; Cooper's "The Spy," 2 vols., 12mo, half leather, New York, 1821, rare first edition, \$330; Walter de la Mare's "Crossings," 8vo, vellum, Westminster, 1921, printed at the Beaumont Press, \$105; A. D. signed by Hamilton and countersigned by Aaron Burr, 1 p. 12mo, New York, July 5, 1799, an unusual combination of signatures,

\$180; original manuscript of Bret Harte's "The Goddess of the Excelsior," signed in full, 20 4to leaves, in morocco binding, \$255.

CHARLES EVANS of 1413 Pratt Boulevard, Rogers Park, Chicago, has been working for many years on an "American Bibliography." Between the years 1903 and 1914 he printed privately 300 copies of Volumes I to VIII, covering the years 1639-1792. Most of the copies were subscribed for by libraries, but a few still remain in the hands of Mr. Evans, who is his own publisher. The loss of European subscribers, due to the war, and the increased cost of production made it impossible for the time being for Mr. Evans to continue publication, and in the spring of 1924 the American Library Association appointed a committee to further the publication of this valuable work. By writing individual letters to 150 libraries which did not already own sets, enough new subscribers were obtained to enable Mr. Evans to go on with the printing of Volume IX, and it is hoped that by further cooperation he can be enabled to bring the bibliography down to the year 1800. Subscriptions may be sent to Theodore W. Koch, chairman of the Evans Bibliography Committee of the American Library Association, at Northwestern University, Evanston, Ill., or direct to Mr. Evans.

Auction Calendar

Tuesday and Wednesday afternoons, March 31st and April 1st, at 2:30. The library of the late Henry F. DePuy, Easton, Md. (Items 485.) The Anderson Galleries, 489 Park Ave., New York City.

Wednesday, April 1st, at 10:30 a. m. and 8 p. m. Fine books, fine bindings, including important collections of Rousseau and Fenelon books, books printed by the Elzevirs of Leyden, works of architecture, etc. (No. 354.) The Walpole Galleries, 12 West 48th St., New York City.

Catalogs Received

Autographs: literary and historical. (No. 1900; Items 178.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

A choice collection of books on fine arts. (No. 709; Items 2009.) Joseph Baer & Co., Hochstrasse 6, Frankfort-on-Main, Germany.

A private library recently purchased in Ireland, including books on Africa, Americana, Australasia, bibliography, fine old bindings, etc. (No. 79; Items 525.) Charles J. Sawyer, Ltd., 12 Grafton St., London, W. 1, England.

Publishers' remainders. (No. 249; Items 138.) W. Heffer & Sons, Ltd., Cambridge, England.

Zoology. (No. 708; Part 1, Items 1725.) Joseph Baer & Co., Hochstrasse 6, Frankfort-on-Main, Germany.

Issued Every Saturday

The Publishers' Weekly

62 West 45th St., New York

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The Weekly Book Exchange

Books Wanted and For Sale

Under Books Wanted (for the trade only) subscribers are charged 15c a line (no charge for address); all other classified ads, 20c for each line. Classified ads. set in box or double leaded, 40c a line. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

A. A. A., 102 Cambridge Place, Brooklyn, N. Y.
 Mathew Carey's Edition of Guthrie's Geography improved, Philadelphia with General Atlas, will also buy Atlas singly.

Adairs Book Stores, 1715 Champa, Denver, Colo.
 Master's Spoon River Anthology.
 Grant Allen, Evolution of Art.

Adair's Book Store, 243 Hennepin Ave., Minneapolis
 January Gold Book.

J. N. Adam & Co., Bk. Dept., Buffalo, N. Y.
 Hewlett, Spanish Jade.

Aladdin Bk. & Brass Shop, 205 Trumbull St.,
 Hartford, Conn.

Review Copies Latest Fiction.

Aldine Book Shop, 1803 Sansom St., Philadelphia
 British Dogs in World War.
 Inscriptions in Old Christ's Church Burial Grounds (Phila.)
 Galapagos, Beebe, 1st ed.
 Quest, Rosita Forbes.

America-South-of-US, 44 W. 47th St., New York
 Wolf, Geografia y Geologia del Ecuador.

Amer. Bapt. Pub. Soc., 1107 McGee, Kansas City, Mo.
 History of the Anabaptists, H. S. Burrage.
 Physics and Politics, Walter Bagehot.
 Spurgeon's Memorial Sermons, complete in 20 vols., vol. 5 only.

Amer. Bapt. Pub. Soc., 223 Church St., Toronto, Can.
 Rural Denmark and Its Schools, Harold W. Foght.

American News Co., 9 Park Pl., New York
 Harrison's Description of England.

D. Appleton & Co., 35 W. 32nd St., New York
 Puller, Your Boy and His Training.
 Any books published by Appleton in 1831, 1832, 1833.

Argus Book Shop, 434 S. Wabash Ave., Chicago
 Pistols for Two, Owen Hatteras, Mencken & Nathan, 15 copies.
 Phallicism & Phallic Worship, particularly rare items.

Argus Bk. Shop—Continued

Elizabethan Literature, early and 1st collected eds. of the Elizabethan and Restoration Dramatists and Poets.

A. S. Arnold, Metuchen, N. J.
 Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Aurand's Book Store, Harrisburg, Pa.
 Wallace's American Trotting Register, vol. 16, bound.
 Any book on Simon Girty.
 Books by Col. H. W. Shoemaker.
 Jones' History of the Juniata Valley.
 Wickersham's History of Education in Pa.
 Africa's History of Huntingdon Co.
 Notes and Queries by Dr. Eggle.
 Any book or history by Daniel Rupp.
 Godey's Lady's Book.
 Trees of Pennsylvania, Illick.

Joseph Baer & Co., Hochstrasse 6, Frankfurt-a-M., Germany
 Physical Review, vol. 1 to 29.

G. A. Baker & Co., 144 E. 59th St., New York
 Masson, Life of Milton, 7 vols.
 Dawson, Hist. of Westchester County.
 Webster, Secret Societies.
 Mair & MacFarlane, Through the Mackenzie Basin, Toronto, 1898.
 Meaney, Mount Rainier.
 DuPages, Travels Round the World, 1767-71, 3 vols.
 Ewing, Story of a Short Life, illust. by Caldecott.
 DeForest, Kate Beaumont.

Wm. Ballantyne & Sons, 1409 F. St., N.W., Wash., D. C.

O'Reilly, Heroic Spain.
 Dorothy Canfield Fisher, Mothers and Children, Holt.

N. J. Bartlett & Co., 37 Cornhill, Boston
 Clipper Ship Era in State St., Pamphlet Series.

Beach's B'kshop, 418 N. Meridian St., Indianapolis
 Infalible Godahl, Frederick Anderson.

Beacon Book Shop, 43 E. 45th St., New York
 Petrie, Revolutions of Civilization.

Bell Bk. & Stat. Co., 5th St., Richmond, Va.
 Moliere's Complete Works, in English.
 Lefevre's Experiences of a Stock Broker.

BOOKS WANTED—Continued

Bell Bk. & Stat. Co.—Continued

Bruce, P. A., Economic History of Virginia.
 Bruce, W. H., Below the James.
 Crozier's General Armory.
 Mason, George, Claiborne Genealogy.
 Brown's First Republic in America.
 Bruce, P. A., General R. E. Lee, Jacobs.
 Maxwell's Virginia Historical Register.
 Chalkley's Annals of Augusta County Records.
 C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York
 Schofield's General Telegraph A B C 5th Improved.
 Peterson, Banking, Sampler's Code.
 Western Union, Lieber 5-Letter Codes.
 Any American-Foreign Language Code.
 A. F. Bird, 22, Bedford St., London, W.C.2., Eng.
 Life and Letters of Nonin de l'Enclos, collection by W. H. Overton, Chicago, 1903.
 Bd. of Christian Educ. of the Presb. Church, Witherspoon Bldg., Philadelphia
 World of Spiritual System, James H. Snowden. In Acadia.
 Bobbs-Merrill Co., 185 Madison Ave., New York
 The Broken Lance, Quick.
 Kingdom of Slender Swords, Rives.
 The Cash Intrigue, Chester.
 The Secret of Lonesome Cove, Adams.
 John Rawn, Hough.
 The Law of the Land, Hough.
 Book Shelf, 15 Garfield Pl., Cincinnati, Ohio
 At the Shrine of Song, Bashford, pub. W. T. Potter.
 Stonewall Jackson, Colonel Henderson.
 Dream Life, D. G. Mitchell, pub. Bobbs-M., soft lea.
 Balzac, vol. 6 of the Review of Reviews' Subscription set.
 Ten Big Indians, Wade, pub. Wilde.
 The Bookshop, 212 W. 3rd St., Davenport, Ia.
 World Almanac 1925.
 Matchless Altar of the Soul, Larkin.
 Book Shop, Glass Block Store, Duluth, Minn.
 House and Garden's Book of Interiors.
 The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
 Madonna of the Curb, A. B. Myers.
 The Bookshop, 83 South St., Morristown, N. J.
 Tell England, Raymond.
 Booke Shop, 4 Market Sq., Providence, R. I.
 Johnny Appleseed, Hutchinson.
 Borough Hall Bke. Shoppe, 337 Adams St., Brooklyn
 Campbell, Report Upon Pacific Wagon Roads.
 Overland Mail Service to Calif., 45 pages.
 Pacific R.R. Reports, 8th pt. 2.
 U. S. Senate Doc., Cong., 35 Sess., 2 pt. 4.
 Parke Survey from San Diego, 1854-55.
 Route from Gulf of Mexico, etc., to Calif., 1849, 40 pages with maps.
 A. B. Gray, Survey from Warsaw, Texas, to El Pass, to Tubac San Diego, 1854.
 Ernst Z. Bower, Olney, Ill.
 Ed. Geer's Experiences with the Trotters and Pacers.
 Em Pierce's Poems of the Turf.
 Wallace's Year Book, vol. 1.
 Roberge's The Foot of the Horse.
 Charles L. Bowman & Co., 118 E. 25th St., New York
 Escape and Suicide of John Wilkes Booth, Bates.
 The South in the Building of the Nation, 12 vols.
 Library of Southern Literature, 15 vols.
 William Penn, Graham.
 Trial of Jesus, Rosadi.
 Legal Procedure in Cicero's Times, Greenidge.
 Library of Historic Characters and Famous Events, 12 vols.
 Social England, Traill.
 Manse at Barren Rocks, Cunningham.
 Singing Mountains, Cunningham.

Brentano's, 218 S. Wabash Ave., Chicago

(Put each quotation on separate card.)
 Machen, 1sts., Terror, 1917; Bowman, Dr. Stygins, 1906; Great Return, 1915; War & Christian Faith.
 Canterbury Pilgrimages, Ward.
 Homes and Haunts of Ruskin, Cook.
 Professional Crime of America, Byrnes.
 Soul of Lilith, pub. Lippincott.
 Pioneer Priests of America, 3 vols., Campbell.
 Isaac Jogues, Discoverer of Lake George.
 Foil & Sabre, Rondelle.
 Oratory & Poetry of Bible, Schenck.
 The New Citizenship, Mackaye.
 Prehistoric Nations; Ancient America, Baldwin.
 Secret of the Pacific, Enoch.
 The Commander in Chiefs Guard, Godfrey.
 What Pictures to See in America, Bryant.
 Evolution & Dogma, Zahm, pub. McBride.
 Bahama Songs & Stories, Edwards, pub. H. M. & Co., 1896, 2 copies.
 Iolous, Anthol of Friendship, Carpenter.
 Abdullah, Laboulaye.
 Culture by Conversation, Waters.
 Letters from the Rover; The Observer, Hearn.
 Natural Law Governing the Mortal & Immortal Word, Crawford.
 Life of Lincoln, Whitney, 2 vols.
 Brentano's, 5th Ave. & 27th St., New York
 Dickens, Charles, Barnaby Rudge, DeWolfe Fiske ed.
 Dickens, Charles, Old Original Household ed., Mutual Friend, 4 vols.; Master Humphrey's Clock; Edwin Drood.
 Jewish Encyclopedia, 12 vols.
 Poe, A. E. 17 vols., Harrison ed., pub. Crowell.
 Bowen, Marporie, Black Magic.
 Metternich, Memoirs, 5 vols.
 Valentine's Manual, 1844-1845.
 Brown, History of Scotland.
 Bruce, J. Chuhsi and His Master.
 Markham, Handbook to French Hall Marks Antique Silver Plate, 1900.
 Brick Row Bk. Shop, 104 High St., New Haven, Ct.
 Gompers, Greek Thinkers.
 Bartender Guide.
 Dante's Inferno, illus. by Dore.
 Dante's Divine Comedy, Temple Classics, lea.
 Mostly About Trout, Ashton.
 Disposition on Government, John C. Calhoun.
 I Go A-Fishing, prime, large paper ed.
 Cappelli, Lexicon Abbreviaturarum Dizionario Abbreviature.
 Brick Row Book Shop, 19 E. 47th St., New York
 A'Beckett, Comic England and Rome, 1st ed., 3 vols., 1847-1848.
 Allen, Naturalists Library.
 Biddard, Natural History in Zoological Gardens.
 Breasted, J. H., Second Preliminary Report of Egyptian Expedition, 2 vols., Oct., 1908.
 Burgess, The Lark.
 Du Maurier, Trilby, 1st ed., 3 vols.
 Eliot, Works, 24 vols., Blackwood.
 Emerson, Autograph Centenary ed., 12 vols., Cambridge, 1903-'04.
 Godchild of Washington.
 Hamilton, Lady, any biography.
 Hearn, Authorized ed., 16 vols., Boston, 1922.
 Millay, Renaissance, 1 of 128 by Goudy, 1924.
 Mitford, J., Johnny Newcome in the Navy, 2nd ed., 1819.
 Nathaniel, Currier, Lithographer.
 Pitkin, Early American Folk Pottery.
 Ridgeway, Nomenclature of Colors for Naturalists, Boston, 1886.
 Slater, Geography of Mammals.
 Slater & Oldfield, Book of the Antelope.
 Wendell, B., Cotton Mather.
 Letts, Spires of Oxford.
 Arnold, First Report of a Book-Collector; Records of Books and Letters.
 Haggard, Rural Denmark.
 Ascham, Toxophilus.
 Hawkins, Silver Coins of England.
 Elton, Criticism of Keats.
 Colvin, Keats.
 Books Relating to Early Rhode Island History.
 Inchbold, Lisbon and Cintra.
 England, Darkness and Dawn.

BOOKS WANTED—Continued

Brick Row Bk. Shop, N. Y.—Continued

Things Seen in Spain, pub. Dutton.
Goethe, Complete Works in English.
Dumas, Works, English, inexpensive.

Bridgman & Lyman, 108 Main, Northampton, Mass.
Stiegel Glass, F. W. Hunter.
Celebrated American Caverns, Hovey.
Poems of Wm. H. Sorley.

Morris H. Briggs, 5113 Kimbark Ave., Chicago

Ade, George, any Bandar Log Press.
Anderson, Sherwood, Windy McPherson's Son, 1916,
Winesburg, Ohio, 1919.
Bierce, Ambrose, Tales of Soldiers and Civilians,
1891; Black Beetles in Amber, 1892; Monk & the
Hangman's Daughter.
Brown, Alice, R. L. Stevenson, 1895.
Burroughs, John, Notes on Walt Whitman.
Cable, Geo. W., Old Creole Days; Grandissimes;
Creoles of Louisiana.
Cabell, Jas. B., any 1st eds.
Cather, Willa, April Twilights, 1903; Troll Garden
1905; O Pioneers, 1913; Song of Lark, 1915; My An-
tonio, 1918.
Crane, Stephen, Maggie; Black Riders; Red Badge
of Courage; Little Regiment; George's Mother;
Third Violet; Open Boat; Active Service; The
O'Ruddy.
Dreiser, Theo., Sister Carrie; Jennie Gerhardt;
Financier; Traveler at Forty; The Titan; The
Genius; Hoosier Holiday.
Guiney, Louise I., any first eds.
Conrad, Stevenson, Kipling, Dickens, Thackeray, any
1st Amer. eds.
Please quote any other 1st eds. of the above writers,
especially out of the way pamphlets. Describe
condition fully and quote best prices prepaid cash.

Bryant Book Shop, 66 W. 47th St., New York

Elasticity, Love, Putnam.
Greek Lines, Van Brunt, Houghton.
Monk's Wedding, Meyer, DeWolf.

Bullock's, Los Angeles, Cal.

Byways of Braith.

Cadmus Book Shop, 312 W. 34th St., New York
Roeding, The Smyrna Fig at Home and Abroad, 1903.

Campion & Co., 126 S. 16th St., Philadelphia

Book of the Tarpon, Dimock.
Gray's Letters, ed. by Tovey.
Eternal Life, F. von Hügel.
Cathedrals of World; Historic Landmarks of Amer-
ica, Esther Singleton.

Campion's Book Store, 119 Summit St., Toledo, Ohio

William, Life of Rutherford B. Hayes, 2 vols.
L. Wallace, Life of Benj. Harrison.
Life of Pres. Tyler.
Life Pres. Arthur, separate from Garfield.
Rich. Le Gallienne, Maker of Rainbows.

Hoyt Case, 21 E. 61st St., New York

Wanted at all times, but only in fine condition, first
editions of the following: Beerbohm, Zuleika Dob-
son, Works, More, Yet Again. Cabell, Eagle's
Shadow, Rivet in Grandfather's Neck. Conrad,
Children of the Sea, American Typhoon, Gals-
worthy, Al Sinjohn items. Hawthorn, The Scarlet
Letter, Poe, All items. Stephens, Insurrections,
The Crock of Gold. Twain, What is Man; The
Jumping Frog. Wharton, Ethan Frome.

C. N. Caspar, 454 E. Water St., Milwaukee, Wis.
Bodner, 1st & 2nd Book of Wonders, 6 to 20 cops. ea.
Hick's Estimator's Guide.
Gilfillan, Sketches of Modern Literature.
Grosh, Odd Fellow's Manual.
Abelson, English-Yiddish Dict.

Celebrated Authors Society, 723 7th Ave., New York
Laura Jean Libbey and Maurice LeBlanc Stories.

Centaur Book Shop, 1224 Chancellor St., Philadelphia

James Branch Cabell, first states of The Eagle's
Shadow; The Line of Love; Gallantry and
Chivalry.

Centaur Bk. Shop—Continued

George Douglas, The House with the Green Shut-
ters, 1st Amer. ed.
James Branch Cabell, The Cream of the Jest, 5th
printing; The Certain Hour, 1st ed.; Lineage of
Lichfield.
Norman Douglas, Old Calabria, Small, M., 1915.
The Chronicles of Carlingford, Mrs. Oliphant.
Pipe Smoke Carry, by B. L. T.
James Huneker, Painted Veils.
Mary Dixon Thayer, Confessions of a Debutante.
Harry Leon Wilson, Bunker Bean, 1st ed.

Central Book Co., 93 Nassau St., New York

Martindale's Legal Directory, 1924, 1925.

G. M. Chandler, 75 E. Van Buren St., Chicago

Lakeside Classics, 1903, 1904, 1905, 1908, 1911, 1916,
1914, 1915, 1917, 1918, 1921, 1922, 1923.
Lee, Robt. E., Life, by Fitzhugh Lee.
Peary, The North Pole, Stokes.
Pinkerton, The Molly Maguires.
Ropes Story of Civil War, 4 vols.
Sainte-Beuve, Portraits of 18th Cent. orig. ed, Put.
Symonds, Renaissance in Italy, 7 vols., Holt.
Van Vechten, Interpreters & Interpretations.
Zanita, A Trip Through the Yellowstone, 1871.
Whitman, Leaves of Grass, 1st ed., 1855.
Stevenson's Works, Thistle ed., 27 vols.
Baldwin, Hist. of Psychology, 2 vols., Putnam.
Drahms, A., The Criminal, N. Y., 1900.
Duruy's Rome, 16 vols.
Hennepin, New Discovery, 2 vols., McClurg.
MacDonald, A., Criminology, N. Y., 1893.
Morton, Men in Epigram; Women in Epigram; Love
in Epigram.
Nichols, English Pleasure Gardens.
Raymond, Tell England.
Wesley, John, Life by Southey.
Wesley, John, Life by Tyerman, 3 vols.
Winter, Shadows of the Stage, 1st & 2nd ser.; Brown
Heath & Blue Bells; Other Days.
Wren, Step-Sons of France.

Chemical Catalog Co., 19 E. 24th St., New York

Plimmer's Chemical Constitution of the Proteins,
pt. 1, second hand copy.

City Hall Bk. Shop, 16 N. 12th Blvd., St. Louis

Used books on Freemasonry, prices reasonable.

A. H. Clark Co., 4027 Prospect Ave., Cleveland

Noyes, Oriental Amer. and Its Problems.
Cuyahoga Co., O., Early Settlers Assn., Annals, nos.
6 & 7.
Dewey, My Pedagogic Creed.
Brewer, Dict. of Phrase and Fable.
Hamilton, Secret Hist. of Court of England, 2 vols.
Hopper, Caybigan.
Templeton, Essentials in Prison Lib. Service.
Stockton, Stories of Spanish Main.
Gould, Grandma, illus. by Ginther.
Amer. Educ. J'l., vols. 26, 27, 30.
Dimock, Outdoor Photography.
Howard, Mosquitoes of N. & C. Amer. & W. I., 4 v.

John Clark Co., 1783 E. 11th St., Cleveland

Eliot, C. W., Charles Eliot.
Euripides, Iphigenia in Tauris, ed. by Bates.
Garnett and Edwards, History of an African Crisis.
The Greenes of Rhode Island.
Hall, James, The Western Souvenir, 1829; Winter
Evenings, 1829; Life of Thomas Posey.
Hobson, Export of Capital.
Hurd, The Union State.
Hudson, Green Mansions, 1st Amer. ed., 1916.
Hamerton, The Art of the American Wood En-
graver.
Henderson, Historic Churches of New England.
Holmes, Dan, Under a Fool's Cap.
Mason's Life of Milton.
Whistler's Ten O'Clock, pub. by North.
Shepard, Pen Pictures of Earlier Victorian Authors.

Colesworthy's Book Store, 66 Cornhill, Boston

Waste Paper Philosophy, Wilsen.
Memories, Max Muller.
Life of Aaron Burr, Parton.
Arthur Machen, vol. 7, Caerleen ed.
Preliminary Treatise on Evidence, Thayer.
Any Genealogy, Town or County History.

BOOKS WANTED—Continued

College Book Store, Lincoln, Neb.

Home Course Mental Science, Helen Wilman.
Darkness & Dawn, Geo. A. England.
Plays of Edwin Booth, 3 vols., by Winter, cloth.

Columbia University, Library, New York

American Institute of Architects, Proceedings, vols.
11-13, 1877-1879; vols. 18-19, 1884-1885.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Gray's Forms of Hebrew Poetry, Doran.
Furiuso's Aristo Ludovico, tr. by Rose, Bell.
History of Otsego County, N. Y.
Cliff Dwellers of Mesa Verde.
Clark's, John S., Writings About Mohawk Valley
Indians.
Stoddards Complete Arithmetic.

Jeremiah F. Cullen, 26 N. 9th St., Philadelphia

Fore and Aft, Chatterton.
Greene on Gambling.
Old Violins, Haweis.
Violins As It Was and Is, Allen.
Hist. of Penna., Hall.
Marshall's Life of Washington, 4 vols.
Penna. Archives, 2nd series, vol. 17.
Life Story of Ringling Bros.
4 Yrs. in Europe with Barnum & Bailey.
Circus, Its Origin and Growth, Greenwood.
Lexicon of the Range.
Tomb, Phillip, 30 Yrs. a Hunter, or any.
Ralph D. Paine, books, any.
Culpepper Herbal.
On the Trail of Stevenson, C. Hamilton.
Life Story of a Lion, pub. A. & C. Black Co.
Aldornere, by Lloyd Mifflin, or any by.
Phila. in Cartoon, a large book.
Gould's Concerning L. Hearn.
American Police System, Fosdick.
Fore and Aft, Chatterton.
Bayard Taylors books, quote any.
Pinkertons, Molly Maguires.
Dewees, Hist. Molly Maguires.
Love Story of Old Furniture, A Book.
Anne Bronte Poems, good ed.

Chic. Cut Rate Bk. Co., 445 S. Dearborn St., Chicago
Harvard Classics, vols. 7 & 45, maroon cloth.
Well's Outline of History, vol. 2.
Wassermann's World's Illusion, vol. 1, blue cl., 1921.
Golden Book, magazine, Jan. & Feb.

Damato's, 165 E. 34th St., New York

New Britannica, Cambridge ed.

Dauber & Pine, 83 4th Ave., New York

Elliott, T. S., Sacred Wood.
Horace, Coutland's translation.
English and American Dealers please quote on the
following subjects: Fine and Applied Arts; An-
thropology; Primitive Religions; Folklore; Philo-
sophy; Theosophy; Occult Sciences. Good eds. of
the Classes. Prompt cash for all items ordered.

Dawson's B'kshop, 627 S. Grand Ave., Los Angeles

Collins, Blossom and the Fruit.
Echartshausen, Cloud on the Sanctuary.
Horn, H. B., Overland Guide from the U. S. Indian
Subagency to City of Sacramento, 1852.
Le Galliene, Richard, Jongleur Strayed.
Sears, Clara E., Gleanings from Old Shaker Journals.
Sepher Hakeyim, Book of Wisdom.

Decker Bros., Lafayette, Ind.

With the Help of God and a Few Marines, A. W.
Catlin.

Dennen's Bk. Shop, 37 Grand River Ave., Detroit
Rosbury, Napoleon, Last Phase.

Detroit, Mich., Public Library

Bosanquet, Principle of Individuality and Value,
Macmillan.
Fiske, Darwinism and other essays, new ed, Hough-
ton.
Kilmer, Dreams and Images, Boni & Liveright.
Lawson, Frenzied Finance.
Mabie, Short Studies in Literature, Dodd.

Dixie Bus. Bk. Shop, 140 Greenwich St., New York
Bank Window Advertising, Moorehouse.
Art's Enigma, Jameson.

Doubleday, Page Bk. Shop, 38 Wall St., New York

Picturesque Spain, Brentano.
C. C. Colton, Lacon.
Jerome, Sketches in Lavender, Blue and Green.

James F. Drake, 14 W. 40th St., New York

American Book Prices Current for 1912, 1913, 1914,
1915, 1916, 1917, 1918, 1920, 1922.
A. E. Homeward Songs by Way, Mosher, 1896, 1st ed.
Byrne, Changelings, 1st ed.; Marco Polo, 1st ed.
Cather, O Pioneers! 1913.
Clemens, 1601, 1st ed.
Any 1st eds. of J. T. Foote.
Frost, New Hampshire Poems, 1923, 1st ed.
Golf, Birth of Golf, ed. by Taylor, 1912, 1st ed.
Guiney, Martyrs' Idyl, 1899, 1st ed.
Hawthorne, Blithedale Romance, 1st ed.
Hilderbrand, Magellen, 1st ed.
Reynard the Fox, ed. by Jacobs.
James, Turn of the Screw.
Lardner, How to Write Short Stories, 1st ed.
Loeb & Lorenz, Electrochemistry of Organic Com-
pounds.
Alexeyeff & Mathews, General Principles of Or-
ganic Syntheses.
Masefield, Dream, 1st Amer. ed., signed.
Masefield, Salt Water Ballads, illus. by Pears, 1923,
1st ed.
Mencken, Personal Word, 1st ed.
Overton, Answerer, 1921, 1st ed.
Birchall, Songs of St. Bartholomew, Boston, 1909.
MacLeod, The Hour of Beauty, Mosher, Old World
Series, leather binding.
Any 1st eds. of J. B. Tabb.

E. P. Dutton & Co., 681 5th Ave., New York

Astrophysical Journal, vols. 1 to 34.
Bingham, Animals Trip to Sea.
Cabell, Branchiana, 1st ed.
Connolly, Sonnie Boy's People, Jeb Hutton, Olympic
Victor.
Carroll, Alice in Wonderland, 1st. Amer. ed.
Cartwright, Baldassarl Castiglione.
Christian World Unmasked.
Crowley, The Equinox; The Winged Beetle.
Cook, The Border and the Buffalo.
Cobb, The Spy of the Ten; The Gunmaker of Moscow.
Connell, The Sin of Monsieur Pettipon.
Defoe, Solonel Jack.
Danziger, Jewish Forerunners of Christianity.
Hagan, Disputed Handwriting.
Hingston, Little Clews; Forgeries and False En-
tries; The Settling Price.
Irving, A Day on the Cooper River.
Kunz, Book of the Pearl.
Mason, Uncle Walt.
Mathews, Dr. Gilbert's Daughters.
McCabe, St. Augustine and His Age.
Murray, Ancient Greek Literature.
Nordhoff, Whaling and Fishing.
Nares, Seamanship.
O'Neil, Moon of the Caribees, 1st ed.
Onions, Story of Louise; The Debit Account.
Physical Review, vols. 1 to 29.
Paton, Beautiful Characters or Types of Victory.
Papa's Little Daughters.
Rosary for Lent.
Reymont, Autumn, 1st ed.
Swinburne, Collected Works, vol. 1, 1920.
Trowbridge, J. T., Picture of the Desolated States
and the Work of Reconstruction.
Wright, Dodge City, the Cowboy Capital.
Wollard, Beauties of Friendship; All That's Love.
Webster, Quilts, Their Story and How to Make
Them.

Edward Eberstadt, 25 W. 42nd St., New York
California, Oregon, Wyoming, Utah, Montana and
the Far West; Books, pamphlets, maps and manu-
scripts urgently wanted. Any and all items;
price no object; spot cash with order. Attention
to this notice will prove a source of continuous
profit.

Paul Elder & Co., 239 Post St., San Francisco
Poems U Ought to Know, Peattie.
Trust Companies, Their Organization, Growth, and

BOOKS WANTED—Continued

Elder & Co.—Continued

Management, Herrick.
 Unknown Disciple, pub. Hodder & Stoughton.
 Portraits and Portrait Painting, Hurl.
 California, Intimate History, Atherton.
 The Inferno, Strindberg.
 Old Spanish Missions of California, Paul Elder.

Erdmans Pub. Co., 208 Pearl, Grand Rapids, Mich.
 What Will People Say, Rupert Hughes.
 Evening by Evening and Morn by Morn, Spurgeon.
 Sermons by J. C. Philpot.
 Heidelberg Catechisms by Ursinus, and Theleman and v. d. Kemp.
 Hodge, Syst. Theology with Index.
 Biblical Illustrator, Old Testament.
 Pierce, American Short Stories.
 Catherwood, Lazarre.

E. Farnsworth's Bk. Shop, Colorado Springs, Col.
 Atherton, The Splendid Idle Forties.

F. W. Faxon Co., 83 Francis St., Boston 17
 Benson, Arthur C., Paul the Minstrel.

G. Fock, G. m. b. H., Leipzig, Germany
 Proc. of Indiana Acad. of Science, vol. 2.
 Proc. of Iowa Acad. of Science, vol. 1, pt. 1, 4.
 Zoolog. Record, vols. 33, 37, 38.
 Annual Reports of the Rockefeller Foundation.
 Bull. Res. of the Nat. Physical Lab., vol. 7 & set.
 Review of the Rockefeller Foundation from the Beginning up to 1916.
 Review, American, of Tuberculosis, vol. 1, no. 1 to 3.
 Science, vol. 45, nos. 1153 to 1155; vol. 49, no. 1272.
 Signale f. d. musik, Mdt., Fg. 7-26.
 Proc. of Indiana Acad. of Science, 1892.
 Annals of the New York Acad. of Sciences, vol. 1 & following; vols. 1, 2, 3, 16.
 Arch. of Diagnosis, vols. 1 to 9.
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 Biochemical Journal, set.
 Journal of Biolog. Chemistry, set.
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 Journal of the American Inst. of Electrical Engineers, vol. 28, no. 1 & 6; vol. 36, no. 8; vol. 38, no. 6.
 Physical Review, vol. 18.
 Shelford, Animal Communities.
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 American Men of Science, 1921.
 Howard, Dyar, Knab, Mosquitoes.
 Pierce, Dangerous Insects.
 Planck, Theory of Heat Radiation.
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 Canadian Chem. Journal, vol. 1.
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Pennsylvania Magazine, 1775.

Mich. State Normal College Library, Ypsilanti, Mich.
Banks, The Bible and the Spade.
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Foley, P. K., American Authors from 1795-1895.
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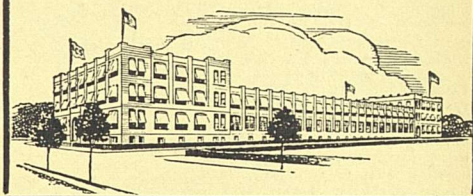
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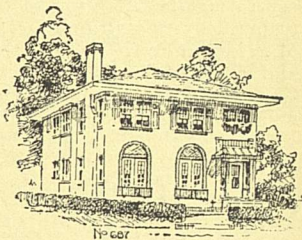
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